TRADE AND INDUSTRY

6 April 1972 Volume 7 No 1 10p

South Africa—Natal comes of age

Preparing for Europe: Changing company strategy

UK trade by air in 1971

ECGD business in 1971

Supplement: British commercial representation overseas

in Scotland Lyon think ahead of business

business heads think of Lyon in Scotland

In Scotland, Lyon develop industrial sites that are designed to help business grow and prosper.

Lyon do this on the big scale in Scotland.

In the past five years in West Central Scotland alone, Lyon have provided new working premises for one hundred and fifty companies. This amounts to a total new productive area of two and a half million square feet.

When Lyon have completed their present Scottish developments, they will have provided ten million square feet of working premises on 18 Industrial Estates. That's a big area of experience. If you are thinking of moving to more profitable ground, Lyon can let you have a lot of know-how.

Ask Lyon about planning and design, local amenities, financial provision or anything else you want to know.

Just telephone the Lyon Planning and Advisory Service in Glasgow. The number is 041-331 1541
One telephone call could lead you to a much more profitable future. Telephone today.

GRANTS. All Lyon Estates are located within the Scottish Development or West Central Scotland Development Areas. The full range of D.T.I. grants and Government incentives are available.

PREMISES AVAILABLE. Premises from 2,500 square feet upwards are available now and new sites are coming on to the market soon. These are concentrated in the Central belt of Scotland.

YOUR OWN PLACE. Lyon will custom build for you on your own site or on any Lyon Estate to meet your specific space and operational requirements.

YOUR CHOICE. Lyon premises are yours to buy or rent.

WHAT YOU GET. Lyon premises include: a flexible complex of offices with floors vinyl tiled, private car parking facilities, power and lighting points, oil fired air heating systems. Premises are decorated throughout.

Lyon

Europe's Leading Industrial Development Group

LYON GROUP LIMITED (SCOTTISH DIVISION)
NEWTON HOUSE, CHARING CROSS
GLASGOW G2 3NJ 041-331 1541
TELEX: 778264

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 7. No. 1. Pages 1 to 32. April 6, 1972. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry. 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472

Due to circumstances beyond editorial control, this issue of *Trade and Industry* has been restricted to 32 pages. A certain amount of regularly published material has, therefore, been held over and other items discarded. We apologise to readers for any inconvenience.

HOME NEWS AND FEATURES

3 South Africa 3—Natal comes of age

6 Preparing for Europe—3: Changing company strategy

8 The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

9 Imports of cotton textiles from Pakistan

9 Government sets up new Central Computer Agency

9 Conferences for exporters to Sweden

10 Mr. Price addresses conference on packaging in everyday life

10 Applications for temporary exemption from import duty

11 Application for anti-dumping duties on imports of pig iron for foundry purposes from East Germany

11 Clearance of merger proposals by the DTI

11 GOVERNMENT SURPLUS SALES

STATISTICS

13 Index to statistics

14 The economy: selected indicators

15 United Kingdom trade by air in 1971

British commercial representation overseas **pp. i-viii**

17 Footwear industry: orders and deliveries

18 Deliveries and orders in the engineering industries

19 Vehicle production in February 1972

20 ECGD business in 1971 up 19 per cent

20 Business Monitor

20 General index of retail prices for February

TRADE PROMOTION

21 MISSIONS AND TOURS

23 EXPORT ORDERS

TRADE INFORMATION

24 United Kingdom and Poland. United Kingdom aid to developing countries—India. Parcels for air transmission to the Faroe Islands. Greece: smallpox vaccination

TARIFF AND TRADE NOTICES

30 **Argentina:** Foreign exchange. Registration of agreements on licensing and transfer of technical know-how

30 **Brazil:** Import duty exemptions

29 **Congo (Brazzaville):** Complementary import tax

25 **European Communities:** Transport in the EEC, Common commercial policy—certificate of origin. Import from non-member countries. Customs regulations. UNCTAD generalised preferences system

25 **Germany, Federal Republic of:** Import licensing—fruit juices and preserved pears

27 **Ivory Coast:** Import licences

26 **Jordan:** Compensation

27 **Kenya:** Import licensing regulations

26 **Mauritius:** Changes in patent law

27 **Nigeria:** Importation of goods in containers—customs requirements

30 **Peru:** Prohibitions

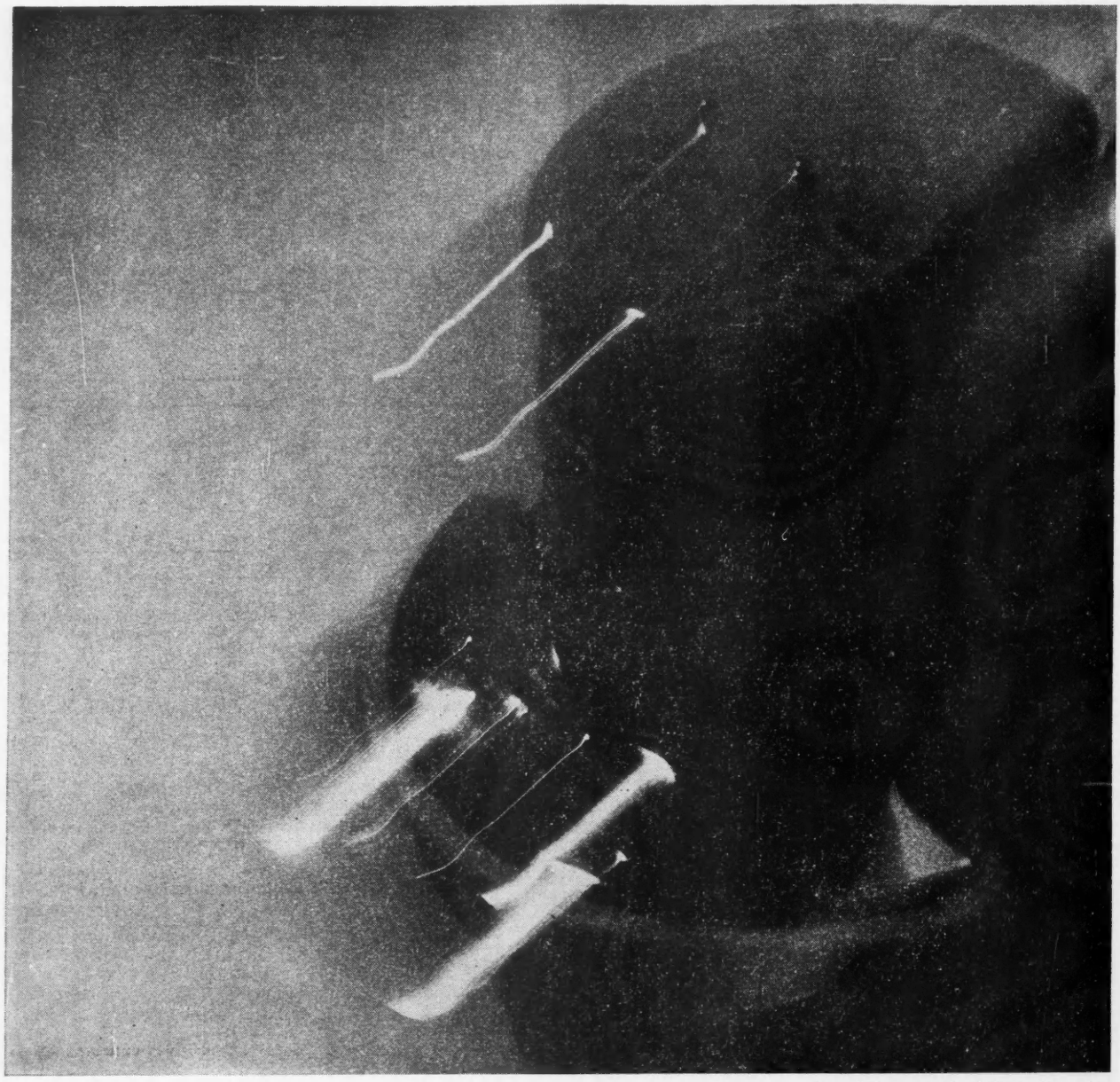
29 **Sierra Leone:** Import licensing

30 **Singapore:** Import control. Customs duties drawback

27 **Tanzania:** Import licensing control

30 **United States:** Vehicle safety

© Crown Copyright 1972
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.



Actual photograph of Cimex in action

The Cimex invasion!

FLASH · CIMEX INVASION CONFIRMED STOP MOST POWERFUL ARRAY OF FORCE EVER SEEN STOP SIGHTINGS REPORTED ALL OVER WORLD STOP IRON CURTAIN PENETRATION BELIEVED EXTENSIVE STOP TARGET NOW IDENTIFIED AS ALL MILITARY INDUSTRIAL COMMERCIAL SCIENTIFIC AND MEDICAL ESTABLISHMENTS STOP OBJECTIVE TO ELIMINATE AND DESTROY STOP MAINTAIN OPEN CHANNEL FOR UPDATE · ENDS

South Africa 3—Natal comes of age

by R. J. Jacques, Consul (Commercial), British Consulate-General, Durban

NATAL is the smallest of South Africa's provinces. It covers only 7 per cent of the Republic's total area of 472,000 square miles and it contains about 4,300,000 out of a total population of some 21 million. Of these, 3,200,000 are African, and about 460,000 are white. About 70,000 Coloured (of mixed race) and 80 per cent of the Republic's Indian population of some 600,000 also live in Natal.

To many without first hand experience, Natal may conjure up a picture of banana boys, sugar barons and Zulus; a land of beaches and battlefields; the haunt of the English. And Durban, which took the visiting British soldier to its heart in the last war, is still for many the end of the Union Castle voyage from Southampton, the city of riksha boys and of sea-front lights to rival Blackpool's.

By the end of the war Durban was already the largest harbour in Southern Africa and the nucleus of an important industrial and commercial region. Today Natal accounts for more than a fifth of the Republic's industrial output. Its canefields and mills produce annually up to two million tons of sugar and its mines nine million tons of coal. It is a major centre for oil refining and chemicals; it produces half South Africa's footwear and paint, and its textile and clothing industries employ over 45,000 workers. Durban already ranks as the eleventh busiest port in the world. Tomorrow, thanks to the abundance of its resources, its unlimited water, ample labour and splendid port facilities, the 'Garden Province' of Natal is seen as the prime base for future industrial development in the Republic.

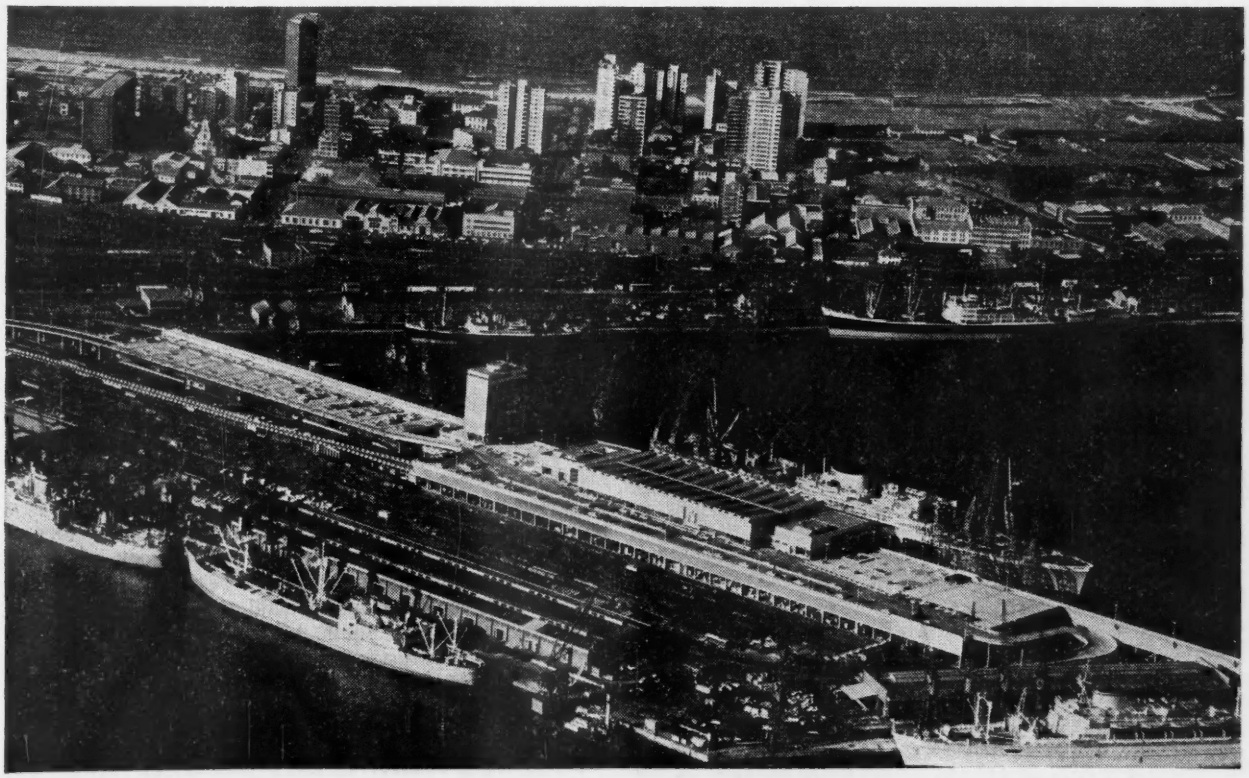
This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in this series will discuss Switzerland.

Water

The sources of Natal's water wealth lie high in the Drakensberg mountains, from where reliable rainfall flows into eight major catchment areas, discharging into the Indian Ocean. The biggest of these is the Tugela River Basin, with a water flow calculated to be able to support six cities the size of Johannesburg, six Cape Towns, four Durbans and four Pretorias, and still leave enough at the river mouth for Greater London. Throughout the Province the building of storage dams within these catchment areas is under way to boost water supplies for the main industrial growth points. This harnessing of Natal's water is seen also as a possible future source of hydro-electric power; it has been calculated that four stations in the Tugela River Basin could produce 520 Mw of power.

Labour

The Physical Planning and Utilisation of Resources Act was passed by the South African Government in 1967 with

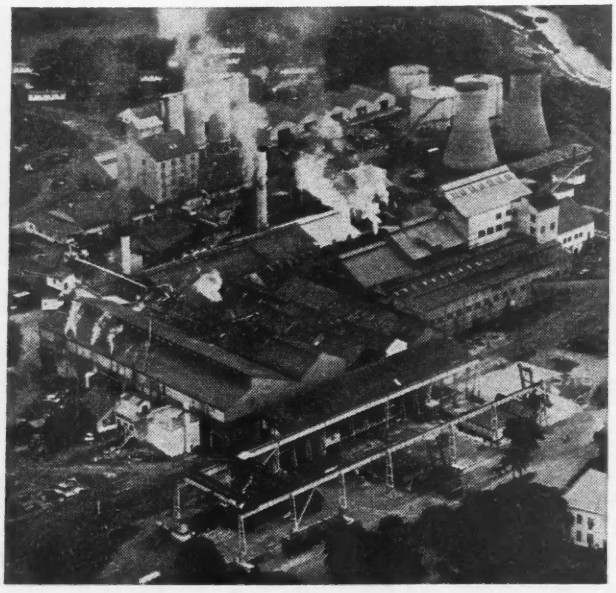


Durban Harbour, showing the new South African Railways terminal. The tower blocks by the shore in the background are holiday hotels.

the aim of decentralising industry and discouraging African migration to existing white industrial areas. This was to be achieved by limiting the issue of permits for building factories or employing African labour (a) on land not zoned for industry and (b) on industrial zoned land proclaimed a controlled area. Taken together with a number of attractive financial incentives the policy has resulted in industry locating many new industrial projects in what are designated the Border Industrial Areas, ie areas bordering on the African Homelands. Unlike all the existing major industrial regions of South Africa, the pattern of Natal's Homelands is such that most parts of the province are near to a homeland, and a number of laid down growth points qualify as Border Areas. In addition to this valuable African work force Natal can draw on the skills of the bulk of the Republic's Indian community, which is concentrated mainly in the Province, particularly near the coast.

Ports

Durban, the gateway not only to Natal but also to the vast industrial complex of the Johannesburg Reef area, handles some 25 million tons of cargo a year, more than all the other South African ports put together. To its present total of 57 deep water berths will be added in 1974 five more now under construction; altogether they will include perhaps eight berths for container ships. Other berths have specialised equipment for bunkering, the storage and loading of coal, manganese, soda ash, sugar and grain. The Sugar Terminal, with a present storage capacity of 440,000 tons, is soon to be enlarged by the addition of a third silo. In addition to large bulk oil storage tanks, Durban provides South Africa's only facilities for handling other liquids, having a tank capacity of 77,000 tons. With the completion early in 1971 of an offshore single-buoy mooring, the world's largest tankers can now deliver oil to Durban. Mobil are to spend R20 million on increasing the capacity of their refinery from 9 million to 14 million litres a day. In addition to their present refinery Shell/BP contemplate joining the South African Coal, Oil and Gas Corporation (Sasol) in building a R50 million ethylene cracker in the area. These developments are likely to lead to the siting of new chemical plants in the vicinity.



Tongaat sugar mill, one of the largest of South Africa's miller-cum-planter estates, which are a feature of the South African sugar industry. In addition to owning the mill, the Tongaat Group has about 25,000 acres under sugar cane.

Durban has a flourishing ship repairing industry whose facilities include a 1,155 ft. graving dock and a 350 ft. floating dock. Tenders for a new self-docking pontoon type drydock 750 ft. long are expected to be called very soon.

Apart from its busy port, Durban has a thriving industrial hinterland. It is the seaward end of a growth axis stretching inland for 50 miles as far as Pietermaritzburg. Important industrial estates have been developed over the last decade at Pinetown, Hammarsdale and Pietermaritzburg itself.

In addition, Durban is the Mecca for Southern Africa's holiday-makers seeking the sea. This is reflected in the serried ranks of hotels and holiday flats drawn up along the seafront. Considerable development of the hotel industry can be expected both in Durban and in coastal resorts to the north and south. To cope with the increase in air traffic the Durban expansion is expected to bring, the Government have decided to build a new international airport at La Mercy, 15 miles north of the city.

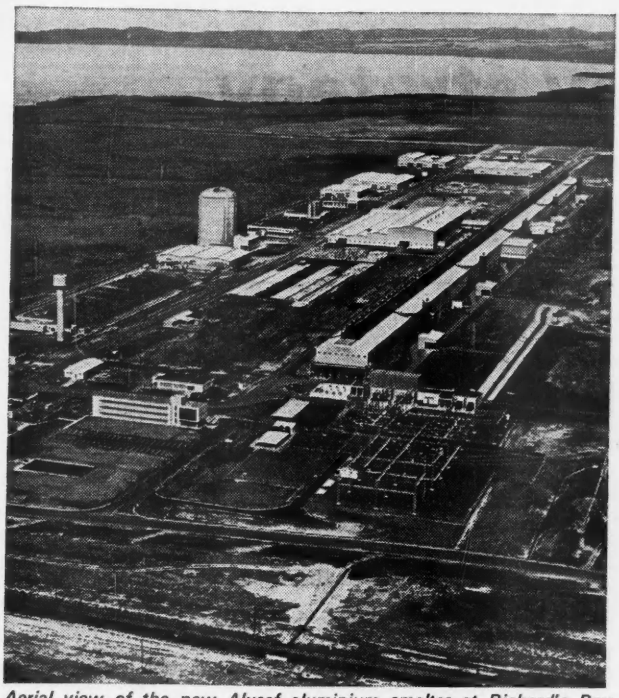
Richards Bay. As long ago as 1910 Mr. Cathcart Methven reported to the South African Government that Richards Bay, 7,500 acres of enclosed water 100 miles north of Durban, would be suitable for development as a port. In October last tenders were put out for the initial phase work that will lead to the commissioning in 1976 of a large new harbour designed initially to handle bulk cargo vessels and super-tankers up to 150,000 tons and eventually to cater for 300,000 tonners. Provision will also be made for container cargo handling. Through Richards Bay will flow South Africa's ore and coal exports; for the latter a new railway line is under construction which will link the harbour with the Witbank coalfields. Also in October the Prime Minister, Mr. B. J. Vorster, opened an aluminium smelter at Richards Bay, with an initial production of 52,000 tons a year; the imported alumina now being routed through Durban will eventually be delivered direct. Approval has been given for Trek Petroleum to construct an oil refinery there with a planned capacity of 6 million metric tons a year; production is expected to start in 1967 or 1977. These large projects are bound to attract further industry to what is seen as one of South Africa's main growth points. This process has already begun. Locally produced aluminium rod is being used to manufacture wire for conductors and covered cables, and there are plans for a large aluminium fabricating plant (flat products and wire) close by. In addition there are over 100 applications for industrial land in the area.

Tugela Basin

The Tugela Basin constitutes about one-third of the area of Natal. One of Africa's richest coalfields stretches from the north into the heart of the region. The Basin contains a number of important growth points:

Newcastle. Two years ago Newcastle was a small rural centre of agriculture and coal mining bolstered by African Metal Corporation's big iron and ferro-manganese complex. On May 16, 1969 the South African Government announced that the Iron and Steel Corporation (ISCOR) would build their third steel works there and work has begun on phase one of a project that will have a total output of 5.5. million tons of steel by 1975 and 8 million tons by 1980-85. To meet the needs of the blast furnaces there are plans to develop four new collieries in Natal's coalfields and to build at Newcastle the largest coal washing plant in South Africa. Since the siting of the steel works at Newcastle was announced, 60 plots have been sold to industries that will rely on its products.

Ladysmith is a major rail junction well situated between the markets on the Reef, the Orange Free State and Natal and within striking distance of the ports of both Durban and Richards Bay. Because of this, some industry has already



Aerial view of the new Alusaf aluminium smelter at Richard's Bay (photographed by Duncan Greaves AIP, Zululand Studios, Empangeni).

established itself there but Ladysmith's real chance of expansion came when the Industrial Development Corporation bought land at nearby Danskraal in 1968 to provide fully serviced industrial stands and factory flats; the town's biggest boost came a year ago with the decision of Dunlop to establish a new £10 million factory there. With over 1,000 acres of industrial land available Ladysmith is already attracting a diversity of industry within its borders.

Other towns that are seen to have a healthy potential for industrial growth include *Estcourt*, standing on the Bushman's River, with 1,600 acres available for industrial sites; *Dundee*, *Glencoe*, *Mooi River*, *Utrecht*, and *Colenso*. These and other Tugela Basin towns are all planning for growth.

South Natal

Two other major catchment areas, those of the Umzimkulu and Umkomanzi rivers, lie to the south of Durban, and with an abundance of labour available the southern part of the province, particularly near the coast, can look forward to an era of expansion when road and rail communications have improved.

Sitebe

A round-up of Natal's growth points would not be complete without mention of Sitebe, Zululand's own industrial growth point situated in the homeland north of Mandini. The Bantu Investment Corporation are expected to invest R5 million initially in establishing Sitebe, which will employ more than 20,000 Africans when fully developed. Generous Government incentives are to be provided to encourage white entrepreneurs, who incidentally may not own land at Sitebe, to establish factories there on an agency basis. The long-term objective is that these enterprises should be converted to African ownership; this could take at least 25 years. The first factory, making parts for the vehicle industry, began operations last September, and other firms have indicated their intention to establish plants there.

Infrastructure

It is evident from the above that Natal has an impressive potential for growth, and the vision of the Province as the prime base for the Republic's future industrial development is far from unrealistic. But before decentralisation brings these rich dividends a great deal remains to be done in the way of both physical and social infrastructure. Road and rail links must be built between the growth points and their sources of raw materials and their markets. Water must be trapped, stored, purified and distributed. Power must be brought to turn the wheels and to light the homes. The homes themselves must be built for the influx of both workers and managers. Schools must be built for their children and hospitals for their sick. The signs of lift-off are already apparent. At Government, Provincial and Municipal level substantial sums are being budgeted to provide Natal with the means to realise its potential. One has but to open the newspaper to see daily such news items as: land has been purchased for new marshalling yards at **Newcastle: Glencoe**'s new sewage scheme will cost R400,000: a 400-bed hospital is to be built at **Estcourt: Ladysmith** Town Council will spend R1.5 million on housing and residential layouts in 1971-72; tenders have been accepted for an 8-mile rail link between **Sitebe** and the Mandini-Richards Bay line: a **Dundee**-based aviation concern is to increase its services to Durban by 40 per cent.

Natal is on the threshold of great events. Provided the present impetus for development can be maintained and provided enlightened self-interest can ensure that the best use is made of the Province's natural resources and labour supplies, there can be little doubt that the next 10 years will see a remarkable increase in Natal's share of the country's gross national products. If economic factors demand that investment slow down, as they very well might in the present climate of world-wide financial uncertainty, the time scale envisaged today may be delayed until the momentum is restored. What is certain, however, is that Natal has come of age, and now holds the key to her future.

MODERN FLOORING METHODS

NEED

Crockatt

SURFACERS

USED BY LEADING FLOORING CONTRACTORS

There is a Crockatt Floor Surfacing Machine to meet every demand.
The **"MAJOR"** Double Disc Machine will grind a 22" strip at one pass enabling large areas to be covered quickly.
The **"CADET"** a high output Single Disc Machine will grind an 11½" strip at one pass.
The **"MINOR"** a Double Disc Machine ideal for smaller areas where space for operation may be restricted—and remember that ALL Crockatt Surfacers can be supplied with a Power Take-Off for driving a Flexible Shaft for a Wall Polishing attachment.
Two types of Handpiece are available. Right angle drive or straight through

THE **"MAJOR"** FOR LARGE AREAS

THE **"CADET"** FOR MEDIUM AREAS

THE **"MINOR"** FOR SMALL AREAS

A 10" CROCKATT FLOOR SANDER *is also available—send for details.*

Both **"MAJOR"** *and* **"CADET"** *Available with Petrol, Diesel or Electric drive* **"MINOR"** *available with Petrol or Electric drive.*

W. CROCKATT & SONS LTD

65 Darnley Street, Glasgow G41 2SQ

Tel: 041-429 2861/3, Grams: Crockatts, Glasgow, Telex: 77540

PREPARING FOR EUROPE—3

Changing company strategy

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article deals with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade as well as export markets.

Company:	Berisfords Ltd.
Address:	Congleton, Cheshire
Products:	Narrow fabrics for the clothing and furnishing industries, ribbons, binding, braids, woven labels, trimmings, printing ribbon
Labour force:	800
Turnover (1971):	£2.88 million
Exports:	£526.000
Chief markets:	USA, Canada, New Zealand, Australia, South Africa, Scandinavia

Joining the European Community will mean a new era for Berisfords—one of tougher competition, bigger opportunities and a change of direction in company strategy.

In the past, trade in narrow fabrics between Britain and the EEC has been restricted by tariffs of about 14 per cent around both markets. Berisfords concentrated on the Commonwealth and EFTA—particularly South Africa, Canada, New Zealand, Australia and Scandinavia—where a large proportion of its exports go.

Now the company expects greater competition, plus loss of preferences in its traditional markets. At the same time it sees the vast enlarged EEC opening up. The answer is to become firmly established in the new Community.

Investing for Europe

To exploit fully the potential of a tariff free market of 260 million people, Berisfords aim to have 'the best narrow fabric plant in Europe'. Such an ambition means investing now for the future.

Over the next two years Berisfords will be spending £250,000 on modernising their factories at Congleton. The scheme means renewing all the company's machinery and rebuilding part of its plant.

An interesting feature is that most of the new machinery will be designed and built in the company's own engineering department. This way Berisfords are better able to dictate their own fortunes and closely integrate production facilities with their marketing plans.

A display stand prepared for Berisfords' special range of trimmings marketed under their 'Fiesta' brand name.

Europe-orientated marketing

A year ago Berisfords decided to base their policy on the assumption that Britain would join the Community. They appointed an Export Sales Manager, Michael Chadwick, with the top priority assignment of preparing a marketing plan for Europe.

At present Berisford do little trade with EEC countries, apart from the Netherlands where they have an agent. But Michael Chadwick sees great potential in the enlarged Community. 'From our visits to EEC countries we came to the conclusion that although many firms liked our very wide range and good quality, there were two main objections to buying from us. Firstly, tariff barriers which made our prices very high and secondly the time it took to send goods from Congleton to European customers. We believe that service will play an increasingly vital role in determining whether European orders are won or lost. It is in this sphere that the biggest improvements will have to be made.'

After Britain joins the Community both these factors acting against Berisfords will be removed—the first with the abolition of tariffs over the period April 1973-July 1977. The company is confident it has found the answer to the other major hurdle, distance and deliveries.

Improving deliveries

From now on Berisfords will be able to lay on delivery almost to the doorstep of many of their potential European customers. They have come to an agreement with a transport operator who will guarantee delivery to certain European centres on regular fixed dates. Destinations include Brussels, Amsterdam, Dusseldorf, Frankfurt, Stuttgart, Basle, Gottenburg and Stockholm.

Freight will be carried in through-trailers and if customers' clearing agents co-operate with the carrier's agent, goods for some destinations can be cleared within 24 hours of leaving the

carrier's depot. Improved motorway links between Congleton and the English Channel greatly facilitate this speedy service. 'Eventually,' say Berisfords, 'we should like to run a weekly or twice weekly service to selected continental centres, and we are looking into the possibilities.'

European link up

Berisfords are sounding out EEC manufacturers of complementary products with a view to coming to some sort of joint selling arrangement. 'We want to work and make a deal with manufacturers already selling to the trade and who have the widest possible coverage suitable for our products,' says Michael Chadwick. 'The point is that these manufacturers will already have a distribution network and customers who could be interested in Berisfords' lines. At the same time our fabrics could fill a gap in an overseas manufacturer's range.'

With the help of the Department of Trade and Industry's export services, Berisfords have obtained lists of major manufacturers in associated trades such as sewing threads, buttons and zips. In many markets sewing thread manufacturers appear to cover the widest span of potential customers, but several types of company may need to be approached for maximum coverage.

Berisfords would prefer to sell this way because they have found that for their type of product, agents are not necessarily the best means of selling. Their products are used in many trades and often agents do not have sufficient coverage.

But the company is looking at all means of reaching the greatest number of potential customers in Europe—mail shots, local stock, personal selling and through agents. Again with DTI's help, Berisfords are obtaining information on the methods of distributing trimmings in the enlarged Community to find the best way of reaching each market.

They are asking questions like: Do dress manufacturers prefer buying through wholesalers or commission agents? Are trimmings sold through haberdashery shops or mail order outlets? How do they reach the end user? Is the pattern book trade popular? Would home sewing or dressmaking provide a market? Are there any main buying seasons? or are our products bought throughout the year?

One of the many uses to which Berisfords' trimmings are put—to decorate dresses. The dresses in this picture are worn by two members of the company's staff.

EEC/EFTA Information Unit at DTI

The EFTA Information Centre at the Department of Trade and Industry has now been expanded into the EEC/EFTA Information Unit.

EEC Information: The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter where this is known.

EFTA Information: The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries ext. 3579 or 2479, EFTA Inquiries ext. 2480 or 2479.

Adapting for Europe

Though Berisfords think their existing range will sell in Europe they are continually developing it, taking Europe's requirements into account. 'We shall also,' adds Michael Chadwick, 'adopt a much more flexible marketing approach and continue to improve our service.'

Promotion schemes will be worked out and discussed with selected customers. Display stands and printed pattern books have been prepared to market Berisfords' special range of trimmings under the continental flavoured brand name—Fiesta.

The company already quotes all prices on a 'per metre' basis, but so far production and stock has been based on yards so that continental orders often have to be made, dyed or converted from home trade stock and this causes wastage and delay. 'But by the end of this year we will be supplying all products made up in metres, thus improving this aspect of our service considerably.'

Requests for patterns will be given priority, letters will be answered within 48 hours, more realistic promises will be given and any complaints will be settled quickly.

While preparing their European plan of campaign, Berisfords are fully aware of the extra competition they will be facing in Britain. They are reviewing present arrangements in the home market, particularly from the distribution angle, and they intend consolidating their position in many sectors. Michael Chadwick stresses, 'We are certainly alive to the fact that more and more European manufacturers will seek to eat into our share of the home market. But,' he says 'we feel that we stand to gain substantially from the Community market.'

WHO'S WHO IN EUROPE
The 3rd Edition

About 3,400 pages. Fine India paper. Size: 250 × 175 × 100 mm.
The only great biographical dictionary on a truly European basis.
The 3rd edition 1971 £29
— published in March 1971
— entirely revised and completed
— contains over 55,000 biographies of prominent people from 26 European countries
It is a MUST as a reference book for every intellectual and business man

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK £1.50 plus Post 15 p.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)
PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

Additions and amendments to the register

A LIST of additions and amendments made to the alphabetical index to the register between January 1 and March 31, 1972 is given below; the amendments are shown in italics.

ADDITIONS AND AMENDMENTS TO THE REGISTER

Registered No. of Agreements	Commodity		
	A		
7083	Asbestos fibres		D 12/71
	B		
3682	Brake shoes relining and assemblies		D 70/71
	C		
1323	Chestnut fencing		*add D 3/72*
2732	Copper alloy ingots		*delete F 3/62*
1637	Cotton, linen, rayon, silk, wool		*add D 12/71*
3199	Centralographs, time recorders		
	D		
1343	Diesel fuel, gasoline	B 10/69	*add D 12/71*
3705	Diesel fuel, gasoline, Oxfordshire and Berkshire		
	E		
412	Electric lamps		*add F 2/72*
	F		
3716	Furnaces. Plant for incorporation and use in steel works		
	G		
3686	Groceries and other provisions		
	H		
3606	Heating and ventilating	E	*add C 1/72*
3572	Heating and ventilating installation	E	*add C 11/71*
3578	Heating and ventilating installation	E	*add C 11/71*
3582	Heating and ventilating installation	E	*add C 11/71*
3593	Heating and ventilating installation	E	*add C 1/72*
3628	Heating and ventilating installation	E	
3640	Heating and ventilating installation	E	*add C 11/71*
3648	Heating and ventilating installation (mechanical services)	E	*add C 11/71*
3649	Heating and ventilating installation	E	*add C 11/71*
3651	Heating and ventilating installation	E	*add C 11/71*
3654	Heating and ventilating installation	E	
3656	Heating and ventilating installation	E	*add C 1/72*
3660	Heating and ventilating installation	E	*add C 11/71*
3661	Heating and ventilating installation	E	*add C 11/71*
3664	Heating and ventilating installation	E	*add C 11/71*
3668	Heating and ventilating installation	E	*add C 11/71*
3670	Heating and ventilating installation	E	*add C 11/71*
	L		
3712	Linings		F 12/71
3718	Lubricating oil, UK, NI, IoW, Channel Isles		
	M		
3697	Mechanical services	E	
	N		
3252	Newspapers and periodicals, Bradford and district		*add D 5/71*
3235	Newspapers and periodicals, Bristol		*add D 1/71*
3229	Newspapers and periodicals, Doncaster and district		*add D 3/71*
3236	Newspapers and periodicals, Gloucester and district		*add D 12/70*
3255	Newspapers and periodicals, Huddersfield, Keighley		*add D 5/71*
3230	Newspapers and periodicals, Hull and district		*add D 3/69*
3231	Newspapers and periodicals, Leeds and district		*add D 6/71*
3247	Newspapers and periodicals, Sheffield, Chesterfield, Worksop		*add D 10/70*
3237	Newspapers and periodicals, Stoke-on-Trent and district		*add D 6/70*
	O		
3717	Oil, petroleum products, UK, NI, IoW, Channel Isles		
3715	Oil seals	E	
	S		
3673	Switchgear	E	
3693	Switchgear		
	T		
3377	Telephone apparatus		E 10/69
3378	Telephone exchange plant		E 10/69
3376	Telephone exchange equipment		
3198	Time recorders		
3700	Transformers		
3703	Tufted carpets		
	V		
3293	Vending machines and associated equipment and spare parts		*add D 12/71*
	W		
3619	Woollen yarn		

'D' and 'F' agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at March 31, 1972 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in *Trade and Industry* (page 12) on January 6, 1972.

Agreements referred to the Restrictive Practices Court

On April 10, 1959 there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals.

'D' AND 'F' AGREEMENTS

Registered No. of Agreements	Commodity	Area	D or F	Date
412	Electric lamps		F	Feb. 1972
1323	Chestnut fencing		D	Mar. 1972
1343	Diesel fuel, gasoline		D	Dec. 1971
1637	Cotton, linen, rayon, silk, wool		D	Dec. 1971
3229	Newspapers and periodicals	Doncaster and district	D	March 1971
3230	Newspapers and periodicals	Hull and district	D	March 1969
3231	Newspapers and periodicals	Leeds and district	D	June 1971
3235	Newspapers and periodicals	Bristol	D	Jan. 1971
3236	Newspapers and periodicals	Gloucester and district	D	Dec. 1970
3237	Newspapers and periodicals	Stoke-on-Trent and district	D	June 1970
3247	Newspapers and periodicals	Sheffield, Chesterfield, Worksop	D	Oct. 1970
3252	Newspapers and periodicals	Bradford and district	D	May 1971
3255	Newspapers and periodicals	Huddersfield, Keighley	D	May 1971
3293	Vending machines and associated equipment and spare parts		D	Dec. 1971
3682	Brake shoes relining and assemblies		D	70/71
3708	Asbestos fibres		D	Dec. 1971
3712	Linings		F	Dec. 1971

AGREEMENTS REFERRED TO THE RESTRICTIVE PRACTICES COURT

Registered No. of Agreements	Commodity
3588	Heating and ventilating installation

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103

Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London WC2A 1ST. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an Agreement to the Restrictive Practices Court. Lists (commencing April 11, 1969) headed as this paragraph is headed, have been published periodically in the *Board of Trade Journal* (now incorporated in *Trade and Industry*) giving details of agreements in respect of which directions under that subsection have been given and are in force. The agreements are indicated in the Index to the Register by the symbol 'B', but no directions have been issued during the quarter January 1 to March 31, 1972, at the time of going to press.

Inspection of the register

The register may be inspected between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements
Chancery House, Chancery Lane, London WC2A 1SP
9 Hope Street, Edinburgh EH2 4EL
64 Chichester Street, Belfast BT1 4JX

The fee for inspecting the register is 50p per day, but if less than 5 agreements are inspected the fee is 10p for each agreement.

Indexes to the Register, one as published in *Trade and Industry* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Imports of cotton textiles from Pakistan

As announced on February 25, licences for the importation of cotton textiles from restricted countries will be issued in 1972 only up to the limit of the quotas despite the volume of orders placed before December 8, 1971, when the continuance of quotas in 1972 was announced, exceeding total 1972 quotas for a number of products and countries. In the case of Pakistan the volume of orders for cotton textiles placed before December 8 exceeds the Pakistan country quotas and in many cases the global quotas together for the categories of goods concerned. It has been found, moreover, that cotton textiles are being shipped from Pakistan without a Pakistan export certificate under the country quotas and without there being available global quota licences to accommodate them. Such goods, if landed, are liable to be seized by Customs. To avoid this risk the following temporary measures are introduced with immediate effect.

Cotton textiles from Pakistan subject to quota restriction that have now arrived in the UK or have been shipped from Pakistan on route to the UK may be licenced for importation as follows:

1. If covered by a valid export certificate issued by the Pakistan authorities before March 23, 1972 and sent direct to Import Licensing Branch under the country quota in the normal way;
2. to the extent that the importer holds global licences under the global quota in the normal way;
3. where importers find or believe no export certificate has been issued before March 23 or have no global licences available they should apply to Import Licensing Branch under the Pakistan country quota. If this is not exhausted a licence will be issued and the quota debited accordingly.
4. The DTI will not issue licences automatically under the country quota in respect of export certificates issued by the Pakistan authorities if they are not satisfied they were issued before March 23.

Arrangements are being made with the Pakistan authorities to try to ensure that no further shipments are made unless they are covered by a valid export certificate issued before March 23. Importers are warned that goods arriving in the UK that cannot be licensed in any of the ways described above will be liable to seizure by HM Customs unless the DTI are satisfied they cannot be obtained from UK sources. Importers are strongly advised to try to persuade their suppliers in Pakistan to refrain from shipping any goods that cannot be licensed under the temporary arrangements.

The Pakistan Government will be kept informed of the amounts debited against their country quotas. When goods already arrived in the UK or now in transit have been dealt with under the country quotas as in 3 above it may be possible for the Pakistan Government to issue further export certificates valid for the remainder of any country quotas that are not exhausted.

During his recent visit to Budapest Mr. Michael Noble (centre), Minister for Trade, signed the Anglo-Hungarian Long Term Economic and Trade Agreement and the Co-operation Arrangement. On the left is Mr. D. S. L. Dodson, British Ambassador, and on the right Dr. Joseph Biro, Hungarian Minister of Foreign Trade.

Government sets up new Central Computer Agency

A CENTRAL Computer Agency to provide a better organisation of central computer functions for Government departments, was set up on April 1.

The Agency will bring together in one organisation the staff and central computer functions at present spread between the Civil Service Department (policy, planning and operational support); the Department of Trade and Industry (the Technical Support Unit); and HM Stationery Office (purchasing, contracts and the Central Computer Bureau, Norwich). It is a part of the Civil Service Department.

Individual departments will continue to be responsible for their own computer operations, subject to financial approval of new ADP projects by the Central Computer Agency. Sponsorship of the computer industry will remain with the DTI.

The Director of the Agency is Mr. Stephen Spain, Under Secretary, Civil Service Department.

Conferences for exporters to Sweden

THREE conferences aimed at exporters to Sweden are being held in London during April. Organised by the British-Swedish Chamber of Commerce, they are *Marketing machinery and materials for the packaging industry in Sweden* (Confederation of British Industries, London, April 5), *Marketing machinery and equipment for the materials-handling industry in Sweden* (Confederation of British Industries, London, April 6), and *The new Swedish Food Act* (Savoy Hotel, London, April 18).

Mr. Price addresses conference on packaging in everyday life

THE importance of packaging to international trade and—in the more advanced countries—to the whole pattern of everyday life, was stressed by Mr. David Price, Parliamentary Under-Secretary at the Department of Trade and Industry, speaking in London on March 27.

Opening the joint IAPRI/PIRA* Conference on Packaging Technology at the Hilton Hotel, the first-ever international conference devoted to this subject, Mr. Price said:

'The rapidity of development in packaging is something we are all aware of and at least some of the reasons for it are also widely appreciated; the coming of the supermarket, the movement towards convenience foods, the increasing cost of labour of all kinds and of transport as a consequence. Older people may feel that there is far too much packaging these days, and certainly one feels on occasion that a little more research might go into the problems of unpacking!

'What the ordinary person often fails to appreciate however is the highly technical job that packaging does in getting products to him economically and in good condition. It is also easy to forget the extent to which packaging protects the public health. Tremendous demands have been placed on packaging by changes in transportation and the techniques of wholesale and retail distribution and these demands have been met and will continue to be met. There is no doubt at all that the developments to be outlined at this Conference are to be welcomed for their contribution to our well-being and that the Conference itself is to be welcomed for providing packaging technologists with a platform from which to show their wares.'

In the field of public health, Mr. Price added that, despite the undoubted contribution of food packaging to health 'rapid development always incurs unexpected hazards and where these can affect the public health they must be guarded against as far as is humanly possible.

'The migration of constituents of some packaging materials into food is rightly receiving attention at this time; this is an area where a responsible attitude on the part of the package makers and users, such as they are showing, coupled with an informed view on the part of those framing food packaging regulations, will ensure that the best use is made of packaging developments in the public interest.

On the justly popular topic of pollution of the environment, coupled with the conservation of resources, Mr. Price said: 'We are all becoming increasingly conscious of the problems created by refuse and litter and the waste that the disposal or non-disposal of these entails. You will all know of the State legislation that has been introduced in the USA and, nearer to us here, of Jersey's anti-pollution bill. It is clear from what has happened so far that any extensive legislation in this area is full of pitfalls and needs to be approached with considerable caution. Nevertheless the public's reaction to the adverse effects of technical developments cannot and should not be ignored. Therefore it would seem plain commercial sense for packaging interests to give the problems of disposal and recovery far more attention than they may have done so far.

'The schemes introduced by the leading aluminium companies in the USA for recovering aluminium cans seem worthy of study in this context in that they neatly combine concern for this problem with commercial acumen—an approach that others might copy. I will only add in this connection that the contribution of packaging to pollution is of international concern and something which it seems highly appropriate to discuss in a forum such as IAPRI.'

* (IAPRI) The International Association of Packaging Research Institutes.
(PIRA) The Reseach Association for the Paper and Board, Printing and Packaging Industries.

Mr. Frederick Corfield (centre, standing), Minister for Aerospace, and Mr. David Price (left), Parliamentary Under-Secretary of State for Aerospace, saw a demonstration of Honeywell's Mark II Network computer time-sharing service during a visit to the company's London office last week. On the right is Mr. Ralph Price, chairman of Honeywell Information Systems Ltd., and seated is Mr. Alan Brown, the company's time-sharing support manager.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 20.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
39.01	Poly condensation products of 2,4,6-triisopropylphenyl carbodiimide containing not less than 5 per cent of carbodiimide groups estimated as CN_2 (and in the forms covered by note 3(b) of chapter 39)	Stabaxol PCD	December 31, 1972	13814
85.15	The following apparatus for use in aircraft (a) automatic radio direction finding apparatus covering a frequency range of at least 200 kHz. to 850 kHz.; (b) distance measuring apparatus for determining the slant range from aircraft to ground transponder and operating within the frequency range of 960 MHz. to 1,215 MHz.; being in each case apparatus of a type which will have been approved by the Civil Aviation Authority, at the date of the Import Duties (Temporary Exemptions) Order in which this proposed exemption is included, under Article 14(5) of the Air Navigation Order 1972, for use in aircraft of not more than 5,700 kg. maximum total weight authorised, flying in controlled airspace in accordance with the Instrument Flight Rules as defined in the Air Navigation Order, but not for use in other aircraft	Automatic radio directing finding apparatus and distance measuring apparatus for use in light aircraft	December 31, 1972	11057

Application for anti-dumping duties on imports of pig iron for foundry purposes from East Germany

THE Department of Trade and Industry is considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on imports of pig iron for foundry purposes from East Germany.

A statement of the applicant's case will be made available to any interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than April 27, 1972. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent in writing to the Tariff Division, Department of Trade and Industry, Room 322, Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Watney Mann Ltd, and Samuel Webster & Sons Ltd.

New reception and inquiry facilities at Export House, Ludgate Hill, London, were opened last week by Lord Thorneycroft, chairman of the British Overseas Trade Board. Lord Thorneycroft (second from right) is seen with two other members of the Board, Mr. J. R. A. Bottomley (right), Deputy Under Secretary, Foreign and Commonwealth Office, and Mr. G. R. Denman (second from left), Deputy Secretary, Department of Trade and Industry. On the left is Mr. N. S. Belam, Director of the Export Services Branch of DTI's Export Services Division, which is based at Export House.

Government surplus sales

MINISTRY OF DEFENCE

April 14, 1972 Miscellaneous Stores

Location: Memorial Hall (entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Various engineering equipment including, trailer mounted compressors; Dawson Downie water pumping set; Speedivac booster pumps; transformers; Terrance motorised plasticining mill; Coventry Climax fork-lift trucks; Ingersoll Rand pneumatic portable pile driver; Pullen 10-ton towed roller; ships' anodes; 9-ton steel billets, etc.; non-ferrous metal; electronic apparatus; cameras and photographic equipment; cine projectors; wrist watches; binoculars; Service clothing; blankets; woollen and mixed rags; boots and shoes; curtains; carpets; rugs; furniture; kitchen utensils; rubber tyres and numerous other effects; a few machine tools including, Denham lathe; White planing machine; pneumatic saws and tools, etc.

April 19/20 Miscellaneous Stores

Location: Regional Depot, RAOC, Hereford

Auctioneers: Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford (Tel: 0432 4366)

Fork-lift trucks, pallet transporting trucks; Bedford 5-ton lorries with containers; cabin trailers; industrial tractors; fire pumps; warehouse trailers; 6—1,000 gal. fuel tanks; machine tools including, lathes; milling machines; grinders and hacksaws; tyres; batteries and chargers; hydraulic jacks; paint spraying plants; electric cable; generator test benches, rectifiers; transformers; tentage; tarpaulin sheet; oscilloscopes; No. 7 directors; watches; compasses; binoculars; theodolites; furniture including, dressing chests; fold flat and other chairs; tables and wardrobes; 50,000 plates; carpets; cot pillow cases; greatcoats; battledress and other trousers and various clothing; white and coloured blankets; aircraft, MT, wireless and electrical spares; scrap canvas; rags and woollens, etc.

April 26 Miscellaneous Stores

Location: Auctioneers' Premises

Auctioneers: Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth (Tel: 0752 69292)

Service clothing; furniture; machine tools including, planing and thicknessing machine; circular saws 2 ft. and 3 ft. blades; mortising and boring machines; wooden boxes and containers; primary batteries; control units and relays; kapok floats; theodolites; monocular microscopes; and many items of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by tender Machine tools

Bar autos; horizontal and jig borers; N-C drill with tape preparation equipment; pedestal, radial and vertical drills; gear cutters; broach, internal, profile, slideways and surface grinders; capstan and centre lathes; horizontal, vertical and universal millers; presses threading and tapping; shapers; slotters; sheet metal and woodworking machines, etc. Located at Branston, Staffs. and Melton Mowbray, Leics. Permission to view on presentation of Tender Form only, obtainable from Minister of Defence, Directorate of Sales Supply, 6a iv First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. on the following dates:

Branston: April 27, 1972.
Melton Mowbray: May 18, 1972.

DEPARTMENT OF THE ENVIRONMENT

April 11, 1972

Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 52 Bow Lane, London, EC4M 9ET (Tel. 01-248 7954).

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogues: price 5p direct from auctioneer.

View days: day preceding and morning of sale.

Royal Silver Wedding Commemorative Medals

Medal actual size, sold singly or as one of a set of five.

The Queen and Duke of Edinburgh

Princess Elizabeth and Lt. Philip Mountbatten

The Irish Coach

The Wedding Ceremony

Westminster Abbey

Windsor Castle (common reverse)

A strictly limited edition in precious metals

On November the 20th 1947 the wedding of Princess Elizabeth and Philip Mountbatten took place. To commemorate this happy event with some lasting memento of the Royal couple, medals are being struck in precious metals.

The Set of five medals illustrated is available in 22ct. Gold and in Sterling Silver and includes one medal to be sold as a single, which shows superimposed heads of the Queen and Duke of Edinburgh and depicts Windsor Castle on the reverse.

All medals, individually numbered on the rim, will be of 40 m.m. (1.57") diameter and will be supplied in a lined presentation case. Hallmarked by the London Assay Office, the medals will be accompanied by a certificate of authenticity registered in the name of the original owner.

The Lord Chamberlain is restricting delivery of medals until after the 1st of August 1972, however, orders for this issue can be accepted and in view of the interest created in this subject, return of the application WITHIN 14 DAYS is urged. A ten per cent deposit will suffice to secure your order.

Mintage Figures (Royal Silver Wedding Issue)

This rare and beautiful issue for world-wide sale will be strictly limited as follows:

Sterling Silver	*1,000 sets of 5*	*5,000 single medals*
22 ct Gold	*200 sets of 5*	*1,000 single medals*
Platinum	*25 sets of 5*	*25 single medals*

APPLICATION FORM

to Slade Hampton & Son (Medallists) Ltd.
56 George Street, Baker Street,
London W1H 5RF. Tel. 01-486 3457/2079

NAME (Mr/Mrs/Miss).....
(BLOCK CAPITALS)

ADDRESS.....

..... Tel. No.....

Name and address in which certificate to be registered if different from above.....

.....

I understand that delivery cannot begin until after the 1st of August 1972.

.....Single Sterling Silver @ £12·00	£.....
.....Sets Sterling Silver @ £63·00	£.....
.....Single 22ct Gold @ £90·00	£.....
.....Sets 22ct Gold @ £475·00	£.....

Platinum prices on application.
All prices include U.K. Purchase Tax.
I enclose my cheque/Money Order/Cash for £.....

Conditions of sale: All orders will be acknowledged and dealt with in strict rotation. As soon as the issue is over-subscribed, monies subsequently received will be immediately refunded.

Have you purchased from Slade Hampton before?
YES/NO

TRA/AND/IND

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	This week
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	Mar. 23, 1972
UK balance of payments (Q)	Mar. 23, 1972
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Mar 16, 1972
Catering trades turnover (M)	Mar. 16, 1972
Chemicals industry (Q)	Mar. 23, 1972
Clothing: made-up clothing: orders and deliveries (M)	Mar. 23, 1972
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Mar. 16, 1972
N. Ireland (M)	Mar. 30, 1972
Computers:	
UK computer market (Q)	Jan, 20, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Mar. 9, 1972
Instalment trade credit (A)	April 14, 1971
ECGD business (Q)	This week
Electronics capital equipment deliveries, research and development (Q)	Feb. 10, 1972
Engineering and electrical goods:	
Deliveries and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	Mar. 16, 1972
Cinema admissions and takings (M)	Feb. 10, 1972
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	Mar. 30, 1972
Household consumption (Q)	Mar. 23, 1972
Footwear industry production, orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	Mar. 23, 1972
Industrial countries trade and production (Q)	Feb. 24, 1972
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	Mar. 23, 1972
Value of overseas trade (M)	Mar. 23, 1972
Value of overseas trade: analysis of trends (Q)	Mar. 16, 1972
Hire purchase business (M)	Mar. 9, 1972
Industrial building approved (Q)	Jan. 27, 1972
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Mar. 23, 1972
N. Ireland index (M)	Mar. 9, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	Mar. 23, 1972
Machine tools deliveries and orders (Q)	Mar. 23, 1972
Man-made fibres:	
Analysis of production (Q)	Mar. 16, 1972
Deliveries (Q)	Mar. 16, 1972
Production (M)	Mar. 23, 1972
Volume of production (M)	Mar. 23, 1972
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	Mar. 23, 1972
Office development permits (Q)	Mar. 23, 1972
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Mar. 2, 1972
Retail trades:	
Index nos. (M)	Mar. 9, 1972
N. Ireland index (M)	Mar. 23, 1972
Royalty transactions (A)	Mar. 30, 1972
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	Mar. 23, 1972
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	Mar. 16, 1972
Retail (M)	Mar. 23, 1972
Television:	
Overseas payments and earnings(A)	Aug. 5, 1971
Textiles:	
Cotton production (M)	Mar. 23, 1972
Hosiery production (M)	Mar. 23, 1972
Textile orders and deliveries (M)	Mar. 23, 1972
Wholesale houses sales (M)	Mar. 23, 1972
Wool exports (Q)	Mar. 23, 1972
Wool output (M)	Mar. 23, 1972
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	Mar. 23, 1972
UK official reserves (M)	Mar. 9, 1972
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	Mar. 23, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	This week
Business Monitor titles	Dec. 23, 1971
Customs notices of interest to exporters	Feb. 3, 1972
DTI addresses (regional offices)	Feb. 10, 1972
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Feb. 10, 1972
Guide to DTI	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	Jan. 20, 1972
Release dates of economic statistics	Jan. 27, 1972

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172 p	171 p	119 p	104.8	141 p	140 p	161 p	122 p	143 p	80 p	–104 p	–6 p	36 p
1969 4th qtr	120	123.3	147	147	114	102.9	139	145	153	127	133	91	74	2	—
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–59	–114	12	38
3rd qtr	123	125 6	175	175	120	105.5	142	144	165	122	141	–35	–59	–12	6
4th qtr	124 p	124.3	179 p	179 p	121 p	107.4	142 p	131 p	167 p	130 p	142 p	92 p	36 p	–7 p	36 p
Jul		125 3				105.1									
Aug		125.3				106.2									
Sep		126.3				105.3									
Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.4				107.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(ǁ)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115 3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114 p	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	952
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	188	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119		217	197	346
4th qtr	114 p	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	240
1972 1st qtr												
Aug	117	155.3	*10.3*	133.8	139.3	248.6	781	122		215	192	
Sep	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	117 p	156.4	*9.4*	132 3	139.8	250.7	813	118		216	202	
Nov	114 p	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114 p	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8 p	141.3 p	265.0	872	119		208 p	204 p	
Feb				134.0 p	142.0 p	265.3 p	872	126		211 p	216 p	
Mar												

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (ǁ) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

United Kingdom trade by air in 1971

THE growth in the value of the United Kingdom's trade by air continued in 1971. Exports increased nearly twice as fast as imports and both expanded more rapidly than total exports and imports. For 1971, the proportion of exports accounted for by goods carried by air was 14 per cent: imports by air also accounted for 14 per cent of total imports. In both cases the proportion was much the same as in the previous year.

Exports by air between the first and second halves of last year increased by 13 per cent whereas total exports showed a value growth of 8 per cent. Nearly all of the increase in exports by air in the second half was in shipments to the Irish Republic and the United States. Imports by air between the two half years increased by 10 per cent whereas total imports showed no growth. Shipments from Ireland accounted for most of the rise in imports in the latter half of the year. The improved performance in our trade by air in the second half of 1971 was probably associated with the increased entrepot trade in precious stones with the Irish Republic and the diversion of goods from sea transport to air as a result of the dock strike in the United States.

Exports by air in 1971 totalled £1,304 million. This was 19 per cent higher than in 1970, reflecting a substantial increase in the volume, and was associated with growth of 14 per cent in total exports. Exports by air may have been boosted in the second half of last year by a switch from sea transport caused by the dock strike in the United States.

Trade by air is especially important for commodities which have high value in relation to their size and weight. As indicated in Table 2, more than one-third of exports of hides, skins and furskins, medicinal and pharmaceutical products, leather manufactures, clothing and non-metallic mineral manufacture (mainly precious stones) were despatched by air in 1971. The largest category of goods which were exported by air last year was machinery (electrical and non electrical) which totalled £440 million and accounted for approximately one-third of all exports by air. The proportion of machinery exports despatched by air declined from just over 18 per cent in 1970 to just under 17 per cent last year. The growth in the value of exports by air in 1971 of £209 million is largely reflected in the increased deliveries of non-metallic mineral manufactures (£146 million); non-electrical machinery (£39 million) and transport equipment (£26 million).

Imports by air in 1971 totalled £1,342 million. This was 10 per cent higher than in 1970 and was at a rate of growth similar to that for total imports which rose by 9 per cent. The 10 per cent increase in the value of imports by air in 1971 shows a continuation in the decline in growth which has been evident since 1966 (with the exception of 1968, the year following devaluation). The growth of imports by air was only 7 per cent in the first half of 1971 compared with the same period in 1970 but it quickened in the second half of the year partly because of the diversion to air transport when the dock strike in the United States was effective.

The commodity groups for which more than one-third of imports arrived by air in 1971 include non-metallic mineral manufactures (mainly precious stones), scientific and precision instruments, machinery, and medicinal and pharmaceutical products (see Table 3). The proportion of non-metallic mineral manufactures imported by air increased substantially in 1971 and accounted for most of the £122 million increase in air imports last year. The proportions of other commodity groups imported by air remained at their 1970 levels or even declined slightly.

The broad area pattern of the United Kingdom trade by air is shown in Table 4. It is seen that the proportion of exports by air

(*continued on next page*)

TABLE 1. VALUE OF TRADE COMPARED WITH TOTAL TRADE

Year	Exports			Imports		
	Total £m. fob	By air £m. fob	Per cent	Total £m. cif	By air £m. cif	Per cent
1966	5,255.4	550.7	10.5	5,949.4	545.6	9.2
1967	5,229.6	606.2	11.6	6,436.7	641.5	10.0
1968	6,433.9	831.5	12.9	7,897.5	929.4	11.8
1969	7,339.4	978.9	13.3	8,315.0	1,082.6	13.0
1970	8,061.1	1,095.1	13.6	9,036.8	1,220.2	13.5
1971	9,175.5	1,304.3	14.2	9,833.9	1,342.2	13.6

TABLE 1(a). INCREASE IN VALUE OF UNITED KINGDOM TRADE (PER CENT ON A YEAR EARLIER)

Year	Exports		Imports	
	Total	By air	Total	By air
1966	7	30	3	24
1967	—	10	8	18
1968	23	37	23	45
1969	14	18	5	16
1970	10	12	9	13
1971	14	19	9	10

TABLE 2. COMMODITY COMPOSITION OF EXPORTS

Selected divisions		1970			1971		
		Total £m. fob	By air £m. fob	Per cent of total exports	Total £m. fob	By air £m. fob	Per cent of total exports
† 00	Live animals (excluding zoo animals, cats and dogs)	32.6	6.2	19	25.6	7.5	29
21	Hides, skins and furskins, undressed	53.1	22.5	42	59.2	24.3	41
51	Chemical elements and compounds	210.1	20.0	10	231.6	20.4	9
54	Medicinal and pharmaceutical products	139.7	55.7	40	168.4	62.6	37
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	67.0	3.0	4	72.2	3.0	4
61	Leather, leather manufactures, not elsewhere specified, and dressed furskins	50.7	18.8	37	54.8	20.9	38
62	Rubber manufactures not elsewhere specified	92.7	3.7	4	103.6	3.7	4
65	Textile yarn, fabrics, made up articles and related products	396.4	38.7	10	425.8	39.4	9
66	Non-metallic mineral manufactures, not elsewhere specified	390.2	57.3	15	534.4	203.5	38
68	Non-ferrous metals	350.1	60.8	17	297.6	48.8	16
69	Manufactures of metal, not elsewhere specified	260.9	15.4	6	304.5	14.5	5
71	Machinery other than electric	1,641.7	261.3	16	1,944.9	299.9	15
72	Electrical machinery, apparatus and appliances	579.7	143.0	25	647.7	140.0	22
Ex 73	Transport equipment	1,031.7	83.6	8	1,224.5	109.6	9
84	Clothing knitted or crocheted articles, including elastic or rubberised fabric and articles of fur	122.9	57.1	46	129.5	54.9	42
85	Footwear, gaiters and the like	35.6	5.6	16	36.3	5.7	16
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	208.7	67.4	32	253.4	74.1	29
89	Miscellaneous manufactured articles, not elsewhere specified	313.4	84.5	27	358.7	89.9	25
	All other goods	2,084.0	90.6	14	2,302.8	81.6	4
	Total	8,061.1	1,095.1	14	9,175.5	1,304.3	14

† Figures shown under this heading, include horses exported temporarily for racing, breeding or other purposes.

UK TRADE BY AIR
continued

TABLE 3. COMMODITY COMPOSITION OF IMPORTS

Selected divisions		1970 Total £m. cif	1970 By air £m. cif	1970 Per cent of total imports	1971 Total £m. cif	1971 By air £m. cif	1971 Per cent of total imports
† 00	Live animals (excluding zoo animals, cats and dogs)	56.5	4.5	8	71.2	4.8	7
21	Hides, skins and furskins, undressed	70.1	32.7	47	73.9	30.0	41
28	Metalliferous ores and metal scrap	346.5	43.7	13	318.2	43.9	14
51	Chemical elements and compounds	237.8	33.9	14	236.1	33.9	14
54	Medicinal and pharmaceutical products	33.7	15.1	45	37.6	16.6	44
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	23.2	4.8	21	26.7	5.5	21
61	Leather, leather manufactures, not elsewhere specified, and dressed furskins	32.5	5.2	16	38.0	6.0	16
65	Textile yarn, fabrics, made up articles and related products	256.3	39.4	15	324.9	43.7	13
66	Non-metallic mineral manufactures, not elsewhere specified	373.8	207.6	56	464.5	310.9	67
68	Non-ferrous metals	608.4	23.6	4	460.5	22.4	5
69	Manufactures of metal, not elsewhere specified	96.7	20.4	21	110.5	19.2	17
71	Machinery, other than electric	856.4	306.5	36	904.0	321.9	36
72	Electrical machinery, apparatus and appliances	342.9	179.6	52	374.9	168.5	45
Ex 73	Transport equipment	247.1	33.3	13	380.9	34.7	9
84	Clothing, knitted or crocheted articles including elastic or rubberised fabrics and articles of fur	129.4	32.3	25	178.2	34.5	19
86	Footwear, gaiters and the like	40.6	4.2	10	54.6	5.1	9
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	141.7	76.3	54	165.9	86.2	52
89	Miscellaneous manufactured articles, not elsewhere specified	231.0	99.3	43	261.6	99.8	38
	All other goods	4,912.1	57.9	1	5,351.8	54.7	1
	Total	9,036.8	1,220.2	14	9,833.9	1,342.2	14

† Figures shown under this heading, include horses imported temporarily for racing, breeding or other purposes.

to the sterling area was 25 per cent in 1971 compared with 18 per cent in 1970; this increase was at the expense of deliveries to Western Europe which fell from 44 per cent in 1970 to 38 per cent in 1971. Western Europe, however, remained the largest market for our air cargo followed by North America and the sterling area. The pattern of imports arriving by air last year showed that the sterling area was also a more prominent source for our goods. Imports by air from the sterling area were 22 per cent of all air imports in 1971 compared with 16 per cent in the previous year. In contrast the proportion of imports by air from North America fell from 35 per cent to 30 per cent over the same period. A probable explanation of the changing pattern of trade by air last year was the entrepot trade in precious stones which had a large effect on trade with the sterling area.

A more detailed country breakdown given in Table 5 shows that the United States continued to be our largest market in 1971 taking 22 per cent of our exports by air and was the source of 27 per cent of our imports by air. Although imports by air from the United States declined by 6 per cent, this was in line with the fall of 7 per cent in total imports from that country. Both exports to and imports from the Irish Republic by air in 1971 were approximately £100 million higher than in 1970, reflecting to a large extent trade in precious stones, and this increase established the Irish Republic as the country with the second largest total in our airborne trade.

TABLE 4. EXPORTS TO, AND IMPORTS FROM VARIOUS AREAS BY AIR

	Exports 1970 £m. fob	Exports 1971 £m. fob	Exports Per cent of total	Imports 1970 £m. cif	Imports 1971 £m. cif	Imports Per cent of total
Sterling area	194.3	320.1	24.6	193.9	294.4	21.9
North America	288.3	354.4	27.2	425.4	398.0	29.7
Latin America	23.9	23.4	1.8	10.1	10.9	0.8
Western Europe	477.1	488.7	37.5	427.5	478.4	35.7
Non-Sterling Middle East	39.0	47.5	3.6	11.3	13.9	1.0
Soviet Union and Eastern Europe	16.8	17.4	1.3	108.0	98.5	7.3
Rest of the World	55.8	52.7	4.0	44.0	48.3	3.6
Total	1,095.1	1,304.3	100.0	1,220.2	1,342.2	100.0

Among other major markets, exports by air to India and Belgium grew strongest, attaining levels that were 85 per cent and 57 per cent respectively higher than in 1970. Significant increases in air imports were obtained from Switzerland and West Germany, both of which grew by 19 per cent. The exceptionally rapid increases in trade by air with our more remote markets recorded in 1970 were not maintained in 1971.

TABLE 5. EXPORTS TO, AND IMPORTS FROM, SELECTED COUNTRIES

Selected countries	Exports 1970 Total £m. fob	Exports 1970 By air £m. fob	Exports 1970 Per cent of total exports	Exports 1971 Total £m. fob	Exports 1971 By air £m. fob	Exports 1971 Per cent of total exports	Imports 1970 Total £m. cif	Imports 1970 By air £m. cif	Imports 1970 Per cent of total imports	Imports 1971 Total £m. cif	Imports 1971 By air £m. cif	Imports 1971 Per cent of total imports
Western Germany	502.8	101.8	20.2	534.9	101.0	18.9	549.0	90.5	16.5	648.1	108.1	16.7
Netherlands	377.1	47.4	12.6	409.4	42.6	10.4	458.7	43.0	9.4	508.6	40.3	7.9
Belgium	288.5	30.2	10.5	332.0	47.3	14.2	193.1	22.4	11.6	219.3	32.0	14.6
France	339.1	98.1	28.9	393.5	101.4	25.8	368.2	87.5	23.8	444.9	94.9	21.3
Italy	240.0	49.7	20.7	249.3	50.8	20.4	249.0	34.6	13.9	282.5	30.6	10.8
Sweden	364.5	29.0	8.0	383.4	24.3	6.3	371.4	22.8	6.1	407.0	23.8	5.8
Denmark	220.2	13.2	6.0	231.7	12.1	5.2	275.1	8.8	3.2	301.0	8.7	2.9
Switzerland/Liechtenstein	209.4	45.3	21.6	231.7	44.7	19.3	198.3	68.4	34.5	225.3	81.7	36.3
Portugal	86.8	7.9	9.1	103.6	8.7	8.4	85.7	23.7	27.7	106.0	27.6	26.0
Austria	90.7	10.0	11.0	106.2	9.4	8.9	79.6	8.9	11.2	101.6	9.5	9.4
Spain	123.2	14.0	11.4	145.3	15.2	10.5	107.7	5.8	5.4	125.1	8.2	6.6
Irish Republic	381.1	54.1	14.2	501.1	154.1	30.8	341.4	33.6	9.8	507.5	131.2	25.9
United States of America	933.3	227.1	24.3	1,074.6	290.9	27.1	1,169.8	381.8	32.6	1,091.6	357.9	32.8
Canada	288.2	60.3	20.9	349.3	62.9	18.0	682.2	43.0	6.3	638.4	39.3	6.2
India	72.9	10.0	13.7	138.3	18.5	13.4	105.3	6.5	6.2	111.2	8.6	7.7
Australia	345.8	21.8	6.3	365.1	20.8	5.7	260.2	5.8	2.2	276.7	6.3	2.3
Republic of South Africa	332.2	19.1	5.7	395.4	20.6	5.2	258.4	35.9	13.9	241.3	34.1	14.1
Japan	147.8	39.9	27.0	156.6	39.2	25.0	134.6	15.7	11.7	201.4	18.0	8.9
Total	5,343.4	879.1	16.5	6,101.6	1,064.6	17.4	5,887.7	938.7	15.9	6,437.4	1,060.7	16.5
All other countries	2,717.7	216.0	7.9	3,074.0	239.7	7.8	3,149.1	281.4	8.9	3,396.5	281.5	8.3
Grand total	8,061.1	1,095.1	13.6	9,175.5	1,304.3	14.2	9,036.8	1,220.2	13.5	9,833.9	1,342.2	13.6

Footwear industry: orders and deliveries

This commentary is based on seasonal data

In the quarter ended December 31, 1971, net new orders received by the footwear industry were 16 per cent less than in the third quarter of 1971; deliveries were 5 per cent less. With deliveries exceeding net new orders, order books at the end of December were 8 per cent lower than at the end of September; production in the quarter ended December dropped by 13 per cent.

Interpretation of figures

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution.

Before 1971, figures for orders-on-hand and net new orders were available by total pairage only and no allowance is made in the pairage series below for the differing value of the various types of footwear. From January 1971, however, the value of total orders-on-hand is also being collected and this series together with derived net new orders will be included in a future edition of this note. Further, from 1971, a breakdown of deliveries by type of footwear in pairage and value terms is being collected quarterly and the results are published in the Business Monitor Production Series (Reference P 17).

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

INDEX OF PRODUCTION OF FOOTWEAR, ORDERS-ON-HAND, NET NEW ORDERS AND DELIVERIES

Monthly averages or months — Million pairs

	Index of Production (*1963 = 100*)		Orders-on-hand (end of period)		Net new orders		Deliveries	
1964	107		35.8		..		16.8	
1965	104		39.9		16.8		16.5	
1966	101		33.9		15.7		16.2	
1967	94		37.9		16.2		15.9	
1968	99		41.2		17.0		16.8	
1969	95		35.2		15.7		16.2	
1970	88		40.1		16.3		15.9	
1971	92		33.9		15.0		15.5	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	107	98	47.5	41.9	19.1	16.7	17.0	16.5
2nd quarter	95	96	48.9	39.3	15.7	15.5	15.2	16.4
3rd quarter	85	94	34.6	39.2	11.5	16.1	16.3	16.1
4th quarter	92	91	35.2	35.2	16.5	14.5	16.3	15.8
1970 1st quarter	95	89	40.1	36.2	17.4	15.7	15.8	15.4
2nd quarter	89	87	47.9	38.2	17.5	16.7	14.9	16.1
3rd quarter	79	88	35.3	41.9	12.0	17.2	16.2	16.0
4th quarter	89	88	40.1	40.1	18.2	16.0	16.6	16.1
1971 1st quarter	96	88	40.9	36.9	16.4	14.8	16.2	15.9
2nd quarter	87	93	43.2	34.1	15.7	15.0	14.9	16.0
3rd quarter	98	101	32.7	36.9	12.2	16.5	15.7	15.5
4th quarter p	87	88	33.9	33.9	15.7	13.8	15.3	14.7
1970 January	85	86	32.6	33.7	11.3	13.8	13.9	15.3
February	101	88	34.0	32.9	18.4	14.6	17.0	15.4
March	98	93	40.1	36.2	22.6	18.6	16.5	15.4
April	96	87	46.5	37.1	22.5	18.4	16.1	17.5
May	81	82	49.7	37.8	16.7	15.1	13.5	14.3
June	89	91	47.9	38.2	13.3	16.7	15.1	16.3
July	75	89	43.0	41.6	10.2	19.5	15.1	16.1
August	71	90	40.7	44.1	12.4	18.6	14.7	16.2
September	91	84	35.3	41.9	13.4	13.5	18.8	15.8
October	100	89	35.4	41.5	19.3	16.2	19.2	16.6
November	94	86	39.6	42.2	21.8	16.6	17.6	15.8
December	73	88	40.1	40.1	13.6	15.2	13.1	16.0
1971 January	92	93	40.9	42.8	16.2	19.8	15.4	17.0
February	96	83	43.0	42.1	18.5	14.3	16.4	15.0
March	100	85	40.9	36.9	14.6	10.3	16.7	15.5
April	87	95	42.3	35.1	16.6	14.0	15.2	15.9
May	89	93	48.7	37.9	21.7	19.5	15.3	16.7
June	86	90	43.2	34.1	8.7	11.5	14.2	15.3
July	93	101	41.1	40.0	12.3	21.3	14.4	15.4
August	89	105	37.2	38.6	10.3	14.2	14.2	15.6
September	113	97	32.7	36.9	13.9	13.8	18.4	15.5
October p	105	95	32.0	35.6	17.6	14.3	18.3	15.6
November p	88	84	33.9	34.5	17.8	13.3	15.9	14.4
December p	69	84	33.9	33.9	11.7	13.7	11.7	14.2

The actual figures for orders and deliveries have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

COSMOS
INTERNATIONAL TRANSPORT EXPERTS
WORLD-WIDE CONNECTIONS
For service details & quotations, please ring 01-407 4433
FREIGHTWAYS AGENCY LTD. or write to 1 CATHEDRAL STREET, LONDON SE1 9DF Telex 888565

Deliveries and orders in the engineering industries

PROVISIONAL figures now available for the fourth quarter of 1971, including the provisional estimates for December 1971 show that for the latest 3 month period compared with the previous one:

(1) There was a marginal improvement in deliveries in both home and export sectors.
(2) Orders on hand decreased mainly reflecting a marked fall on the export side.
(3) There was a sharp decline in net new orders for export but new orders for the home sector were little changed.

Description of statistics

To assist in interpretation, the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Note

This is the penultimate notice in the series. After April, corresponding figures from the new inquiry will appear in the Business Monitor P113 'Engineering (Volume of Sales and Orders)' which is obtainable from HMSO, PO Box 569, London, SE1 9NH, post free for a subscription of £1 per annum.

ENGINEERING AND ELECTRICAL GOODS (S.I.C. ORDERS VII, VIII AND IX) SEASONALLY ADJUSTED(1)
Index numbers of the volume of orders and deliveries

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	118	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970	125	140	135	106	136	132	185	151	142
1971*	114	128	135	97	126	132	168	133	143
1969 2nd quarter	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	136
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	139	135	100	135	133	176	151	140
2nd quarter	122	144	135	101	136	132	186	168	143
3rd quarter	123	137	135	103	138	133	182	133	141
4th quarter	125	140	134	106	136	130	185	152	147
1971 1st quarter	120	122	136	102	121	132	176	125	146
2nd quarter	116	124	134	98	122	131	170	129	144
3rd quarter	117	136	134	98	130	131	175	154	141
4th quarter*	114	128	135	97	131	132	168	122	142
1970 March	118	135	138	100	135	137	176	133	143
April	119	139	134	98	115	132	184	206	140
May	119	133	129	99	139	128	182	115	132
June	122	161	141	101	153	135	186	184	157
July	122	129	130	101	128	130	186	133	130
August	123	148	137	102	146	134	187	152	143
September	123	134	139	103	142	135	182	113	149
October	123	135	135	104	136	130	181	133	148
November	125	150	133	105	139	129	185	178	143
December	125	136	136	106	134	131	185	144	148
1971 January	122	115	136	103	108	132	183	134	149
February	120	118	132	101	114	127	180	127	144
March	120	135	139	102	142	138	176	115	144
April	117	110	133	99	107	130	174	118	139
May	117	141	138	101	149	134	170	119	147
June	116	120	133	98	110	129	170	149	146
July	117	144	132	99	136	127	173	165	146
August	117	138	140	99	137	139	172	139	144
September	117	126	129	98	115	127	175	159	133
October*	117	130	130	99	137	128	172	109	135
November*	114	116	136	97	113	132	169	125	148
December*	114	140	139	97	142	137	168	134	144
Average:									
Latest 3 months	114	128	135	97	131	132	168	122	142
Previous 3 months	117	136	134	98	130	131	175	154	141
Percentage change(2)	−2	−6	+1	−1	+1	+1	−5	−21	+1

* Provisional.
(1) At constant prices.
(2) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

Vehicle production in February 1972

PRODUCTION of motor vehicles in February 1972 was seriously reduced by the power emergency and by industrial disputes. As there were serious losses of production in February of last year also, the usual comparisons with a year earlier are of limited significance.

In the four weeks to February 26, 1972 the average rate of recorded production of cars was 32,900 a week, 2 per cent lower than in February last year and also 2 per cent less than the weekly average for the whole of 1971. Production for the home market was 6 per cent higher than the average rate last year and production for export was 13 per cent lower. In seasonally adjusted terms, car production in the last three months (December-February) was 2 per cent lower than in the previous three months after rising strongly during 1971.

The average rate of recorded production of commercial vehicles, at 6,350 a week, was 20 per cent lower than in February 1971 and 28 per cent less than the average for the whole of last year. In the most recent three months, production of commercial vehicles fell by 16 per cent (seasonally adjusted) compared with September-November.

TABLE 2. PRODUCTION SEASONALLY ADJUSTED

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1971 1st quarter	72	62	134	19.1	14.8	33.9
2nd quarter	79	62	141	24.1	17.0	41.1
3rd quarter	87	58	145	22.4	16.7	39.1
4th quarter	104	56	160	23.8	14.1	37.9
1971 January	89	72	161	24.1	19.4	43.5
February	70	63	133	18.1	13.2	31.3
March	58	52	110	15.1	11.9	27.0
April	75	65	140	22.8	17.3	40.1
May	84	63	147	25.8	17.6	43.4
June	78	58	136	23.7	16.1	39.8
July	76	49	125	22.3	15.0	37.3
August	96	67	163	23.3	20 1	43.4
September	90	57	147	21.5	15.0	36.5
October	98	60	158	23.8	14.6	38.4
November	99	54	153	23.9	13.8	37.7
December	114	55	169	23.8	13.9	37.7
1972 January	94	51	145	21.7	9.8	31.5
February	**86**	**46**	**132**	**17.3**	**8.0**	**25.3**
Average of:						
Sept.-Nov. 1971	96	57	153	23.1	14.4	37.5
Dec.-Feb. 1972	98	51	149	21.0	10.7	31.7
Percentage change	+ 3	—11	—2	—9	—26	—16

TABLE 1. RECORDED PRODUCTION

	No. of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,460	714,479	1,741,939	33,499	268,278	187,928	456,206	8,773
1972									
1971 1st quarter	13	229,549	202,868	432,417	33,263	61,362	48,325	109,687	8,437
2nd quarter	13	262,133	207,999	470,132	36,164	78,247	55,252	133,499	10,269
3rd quarter	13	220,983	142,875	363,858	27,989	56,696	40,362	97,058	7,466
4th quarter	13	314,795	160,737	475,532	36,579	71,973	43,989	115,962	8,920
1972 1st quarter	13								
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1971 January	4	88,238	67,956	156,194	39,048	24,143	18,882	43,025	10,756
February	4	67,660	66,545	134,205	33,551	17,975	13,999	31,974	7,994
March	5	73,651	68,367	142,018	28,403	19,244	15,444	34,688	6,938
April	4	73,283	64,880	138,163	34,541	22,147	17,018	39,165	9,791
May	4	88,407	67,827	156,234	39,059	26,295	18,499	44,794	11,199
June	5	100,443	75,292	175,735	35,147	29,805	19,735	49,540	9,908
July	4	51,379	34,364	85,743	21,436	15,864	11,623	27,487	6,872
August	4	69,418	49,437	118,855	29,714	15,927	12,359	28,286	7,072
September	5	100,186	59,074	159,260	31,852	24,905	16,380	41,285	8,257
October	4	98,468	52,145	150,613	37,653	23,382	14,461	37,843	9,461
November	4	95,276	50,140	145,416	36,354	23,010	14,220	37,230	9,308
December	5	121,051	58,452	179,503	35,900	25,581	15,308	40,889	8,178
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4								
March	5								
April	4								
May	4								
June	5								
July	4								
August	4								
September	5								
October	4								
November	4								
December	5								
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344

AN EXCLUSIVE, RELIABLE, PROMPT TRANSLATION SERVICE IN THE MIDLANDS!
Technical, Legal and Commercial Translations by Experts
THE DUPLOYEN INSTITUTE
Established in 1870 by the late Dr. Gustave H. Duployé
Separate department for the most intensive tuition. All languages. Special classes for the Directors and the other busy Executives organised at the firm's premises and at our Head Office: —
27 WATERLOO STREET, BIRMINGHAM, B2 5TJ, Tel.: 021-236 5431

ECGD business in 1971 up 19 per cent

BUSINESS insured by the Export Credits Guarantee Department in 1971 totalled £3,544 million, an increase of some 19 per cent over 1970. Business in the last quarter of 1971, at £848 million, was below the record achieved during the second quarter but is an increase of 12 per cent over the corresponding quarter of the previous year.

During the year ECGD guaranteed bank advances totalling £1,271 million compared with £1,011 million in 1970. Comprehensive Bank Guarantee advances increased by 22 per cent to £624 million, Specific Bank Guarantee advances (on supplier credit of two years or more) by 12 per cent to £267 million, and advances under buyer credit facilities by 44 per cent to £380 million.

Large medium-term supplier credit policies issued during the final quarter of the year include aircraft (£16.9 million), electrical generating plant (£8.5 million), acid plant (£6.6 million), telephone exchange equipment and cables (£4.5 million), equipment for hydro-electric project (£4.1 million) and constructional works (£3.7 million).

Buyer Credit and Financial Guarantees included mining equipment and services (£13.7 million), ships (£11 million), sugar factory (£9 million), equipment for hydro-electric project (£7.5 million), equipment for pulp and paper mill (£6.2 million) and solvent extraction plant (£3.2 million).

TABLE 1. Shipments insured

All figures £m

	1970	1971			
	Dec. qtr.	Mar. qtr.	June qtr.	Sept. qtr.	Dec. qtr.
Comprehensive business short-term credit	609	607	754	685	631
Comprehensive business over 6 months credit	65	77	74	89	75
Specific business	56	106	88	67	71
Buyer credits	28	34	57	58	71
Total	758	824	973	899	848

TABLE 2. Advances guaranteed under financial facilities

(relating to exports which appear or will appear in Table 1)

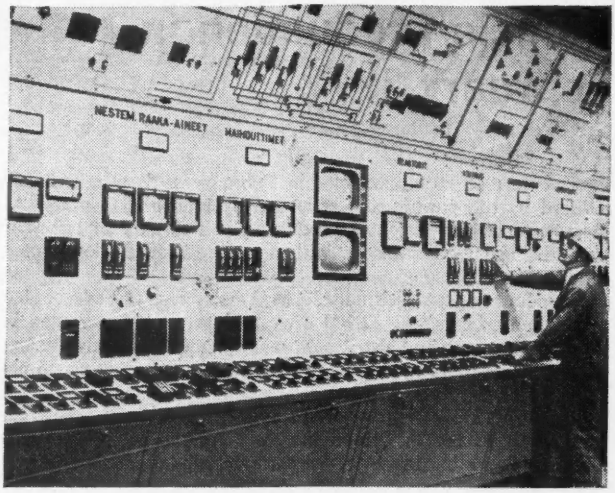
Comprehensive Guarantee to Banks related to comprehen-..sive insurance policies	166	124	163	160	177
Specific Guarantee to banks related to comprehensive insurance policies	36	26	27	33	26
Specific Guarantees to banks related to Specific insurance policies	28	42	47	41	25
Buyer credits	69	76	107	103	94
Total	299	268	344	337	322

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed'. Shipments declared in connection with Financial and Buyer Credit Guarantees are also included—even though there is strictly no 'insurance' of the shipments. The first table therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial and Buyer Credit Guarantees and of some Specific Guarantees, an element of interest covered by the Guarantee. In addition to these advances there is of course a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured', there is no correspondence in time between the two tables—the guaranteed advance need not fall in the same quarter in which shipment is made.



In the central control room of the Rikkihappo Oy fertiliser plant in Finland. Here, VutroniK electronic miniature instruments, manufactured by Honeywell Ltd., at Uddingston, Lanarkshire, have been in control of the full commercial production process since early last year. Rikkihappo Oy is one of the largest state-owned companies in Finland and is said to be responsible for the country's entire fertiliser production.

EXPORT CREDITS GUARANTEED DEPARTMENT: STATUTORY RETURN

During the quarter ended December 31, 1971 the Department assumed liability:

(a) under Section 1 of the Export Guarantees Acts, 1968 and 1970 up to a maximum of £248,859,560 in respect of guarantees amounting to £416,741,025;
(b) under Section 2 of the Export Guarantees Acts, 1968 and 1970 up to a maximum of £62,403,220 in respect of guarantees amounting to £64,361,793.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

Production series

Monthly at £1 a year post free:
Made-up clothing (sales volume indices) for January 1972.

Quarterly at 37½p a year post free:
Mechanical handling plant for third quarter 1971.

Civil aviation series

Quarterly at £2.50 a year post free:
Airline operations for November 1971.

Quarterly at 37½p a year post free:
Air passengers—international and cabotage for third quarter 1971.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16, on page 562.

General index of retail prices for February

THE Department of Employment announce that the official index figures which measures changes in the average level of retail prices was 159.8 on February 22, 1972. This compares with 159.0 on January 18 and with 100.0 at the base-date, which was January 16, 1962.

The rise in the index during the month was due to higher prices for many articles of clothing and other goods and services.

TRADE PROMOTION
MISSIONS and TOURS

Three weeks' hard sell in Australia

A TWENTY-man business mission, sponsored by the Birmingham Chamber of Commerce and Industry, has arrived in Brisbane at the start of an intensive three weeks programme which will take them across Australia.

Led by Mr. Phillip Bache (chairman of George Salter & Co. Ltd., West Bromwich), a past president of the Chamber ond Honorary Officer of the Australian British Trade Association, the mission members represent a broad cross-section of British industry, ranging from manufacturers of pins to complex capital goods and equipment. This is the sixth mission to visit Australia in as many years and work is already in hand for a seventh to be mounted next year.

After two full working days in Brisbane, the group will spend a week each in Sydney and Melbourne. Beyond that members will disperse to make individual visits to other centres, including Hobart, Adelaide and Perth. Some of the mission members will be looking at the possibility of joint manufacturing collaboration and/or investment in local industries.

Good orders from Gulf States

MR. JOHN NALDRETT, leader of the Manchester Chamber of Commerce and Industry's recent trade mission to the Lower Gulf States (Bahrain, Qatar, Abu-Dhabi, Dubai & Sharjah and Oman) said on termination of the official itinerary in Muscat, that the 11 trade members of the mission were well satisfied with the results, having booked orders on the spot totalling approximately £170,000 with follow-up inquiries valued at £700,000.

Potential £1,000,000 trade boost

A POTENTIAL £1 million-plus boost for Ulster industry was reported by the eight members of the Northern Ireland trade mission who recently visited South Africa.

Provisional figures indicate that value of this venture will be in excess of £1 million—about £200,000 in immediate business with the remainder, £950,000, expected from orders over the next 18 months.

Mission leader Mr. Joseph Attebery, industrial sales manager of Bridgeport Brass Ltd., said, 'Even though we were small in number the mission was very successful. We, and our products, were well received, as the value of the orders clearly shows.'

There was a broad cross-section of Ulster industry on the mission. the second to South Africa in as many years. Textiles was the manufacturing sector most heavily represented. Other products included tyre valves, cutlery, leathers and carpet yarns. The mission mainly concentrated on Johannesburg, Capetown and Durban.

'Tremendous opportunities' for polymer industry

'THERE are tremendous opportunities for the British polymer industry in the Far East if senior management are prepared to go out there in search of business,' says Mr. Peter Fatharly, chairman of the Allied Polymer Group Ltd., Weybridge, Surrey, who has just returned from a five-week business tour of the area.

'Two outstanding places as far as our industry is concerned are Hong Kong and Japan,' he adds. 'In Hong Kong, where I went really to have a short break in an otherwise hectic schedule, I was overwhelmed by people keen to do business and to know more about the products we could provide. As far as Japan is concerned, the greatest scope must lie in licensing arrangements, and there is also little doubt that our industry must take notice of the technological advances that have been made in that country over the past few years.'

Mr. Fatharly was very impressed on his trip by the efficiency of British Government commercial representatives in the countries he visited. 'The Embassy people could not have been more helpful, and I found their assistance extremely useful,' he says.

So impressed was Mr. Fatharly by the opportunities he saw on his trip that the first thing he did when he returned to his office was to arrange for two senior group representatives to travel to the countries concerned as soon as possible to follow-up the contacts he had made.

(continued on next page)

Mr. James McGregor (right), joint managing director of the jam-making firm of R. and W. Scott of Carluke, Lanarkshire, passed his half-millionth mile of overseas air travel when he flew to Amsterdam recently to attend a food trade fair in Holland. He was given a champagne send-off at Glasgow Airport by Mr. A. J. (Kilo) Weight, Scottish manager of British Caledonian Airways, and Miss Susan Potter, senior stewardess aboard the British Caledonian aircraft in which he travelled. Mr. McGregor's company exports jams and preserves to more than 50 countries. This year he will also visit Denmark, Norway, Sweden, Finland, Austria, Germany, Canada, the United States, and Bermuda in his bid to increase his company's foreign sales which are now running at more than £400,000 a year.

A party of 27 EEC and UK mining engineers spent a day with British Ropes at Doncaster recently. Led by Mr. A. H. W. Martens, Inspector General of the Dutch State Mines, they were members of a European Coal and Steel Community Mines Safety and Health Commission working party on mining ropes. It is believed this is the first time such a visit has been arranged in the UK.

Going Overseas. What happens if you fall ill? Be Prepared

Executives, especially Top Executives, on trips abroad cannot afford to be ill. A trip can easily slide from success to abject failure because a preventable illness has not only cost time and money but also led to a lack of drive and efficiency. On a trip which costs hundreds of pounds plus many hidden expenses, it is obviously good policy to invest a little more in order to improve the chances of success.

The C.G. Medical Kit is designed to help the hard-pressed executive survive the rigours of foreign travel, especially in the Tropics. Each kit contains not only sufficient drugs and dressings for a trip of about 2 months, but also—just as important—a very helpful leaflet.

This leaflet provides a guide to the health problems which might be met when travelling overseas, listing the worst by continents and advising on prevention, including that required by law, e.g. Vaccination. Particularly it lists the things to do before starting the journey.

We shall be very pleased to send you further details.

Cuxson Gerrard Fountain Lane, Oldbury, Warley, Worcs.
Telephone 021-552 1355 (5 LINES).

Handsome black simulated leather case, titled in gold lettering. Overall size 9¾ x 6½ x 2 in.

The Hanover Fair1972

A dozen trade fairs in one!

Technology and progress will be the keynote. Some 5,900 exhibitors from Europe and overseas will display their products and programmes geared for the needs of tomorrow.

VISIT THIS WORLD MARKET OF INDUSTRY From 20 - 28 April 1972

For further information please contact:
SCHENKERS LTD, Royal London House,
13 Finsbury Sq., London E.C.2 Tel: 01-628 7050

MISSIONS & TOURS

continued

Marathon air-mileage award

TAKING good care of Mr. E. T. L. Wyton, export director of Wembley-based GEC (Lamps and Lighting) Ltd., a subsidiary of Osram (GEC) Ltd., has been a 'lengthy job' for BOAC cabin staff over the years . . . for he has now completed over 1½ million flying miles with the airline.

And in recognition of this immense flying mileage, BOAC has awarded him a special certificate.

Mr. Wyton received his certificate shortly after his return from his most recent overseas trip to Japan—where he obtained a £250,000 contract. He has travelled to over 96 countries selling his company's lamps and lighting fittings, and visiting Osram's manufacturing units in Australia, New Zealand, South Africa, Pakistan and Singapore.

Off to the Far East

WITH 25 members, what is claimed to be one of the largest food and drink missions to leave the United Kingdom, will shortly visit Japanese and Hong Kong markets.

The mission, led by Mr. Norman Wood, of Associated British Foods Ltd., leaves the UK for Tokyo, Osaka and Hong Kong on April 2 for a period of three weeks.

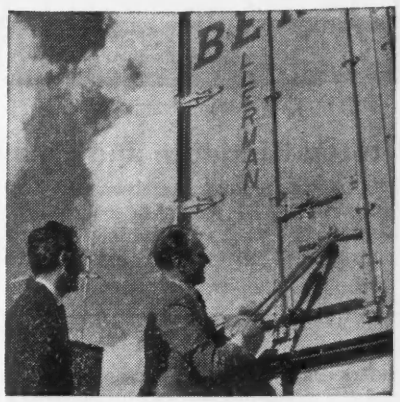
It is sponsored by the British Food Export Council and Director-General Mr. Ian S. Harrison will accompany it on a fact-finding operation.

Manager returns to Australia and New Zealand

MR. A. CEDRIC King, ropeways manager of British Ropeway Engineering Co. Ltd. (Glover Group), Sevenoaks, Kent, flew to Sydney recently for a six-month tour of Australia and New Zealand.

The visit is his second in less than two years, for in November 1970 he led a trade mission of the Kent and Sussex Exporters' Club on a tour which lasted three weeks. On that occasion he negotiated a contract for a £100,000 cabinlift due for commissioning at Easter, 1973, for the amusement fair in Sydney Showground. Mr. King also visited Westport Colliery, Stockton, New Zealand, with BRECO's agents Richardson McCabe & Co. Ltd., of Wellington. The coal-carrying ropeway there was erected in 1952 and with New Zealand's growing export trade there is a good prospect that the plant's capacity will need to be uprated.

One of the main objects of Mr. King's tour is to set up main agencies for BRECO in all Australian states in addition to the established main agency of Silverwater Engineering Co. Pty. Ltd., who cover New South Wales.



Mr. Dennis Goodchild of Killick Martin and Co. cuts the seal on a shipment of microscopes and scientific instruments, watched by Mr. Dennis Pyser of Pyser Britex (Swift) who arranged delivery in Japan last year via Ben Line Container Service.

EXPORT ORDERS

Steel tube for South African power station

British Steel Corporation's tubes division has won orders worth more than £200,000 for high pressure steam pipe for a South African power station.

The carbon and alloy steel pipe—between 5 and 14.5 inches diameter, with walls up to two inches thick—will be supplied to Tubemakers of South Africa Ltd. for the Electricity Supply Commission's coal-fired station at Hendrina, Transvaal.

Ventilation of underground grain silos

A contract has been awarded by the Argentine Government to Woods of Colchester, through their agents the Anglo Argentine General Electric Co., for the ventilation of cereal crops stored in underground silos. Woods are supplying 90 of their 19-inch diameter Aerofoil axial fans with associated equipment for six underground silo 'farms' being built by the Junta Nacional de Granos to give a total capacity of 142,000 tons of grain.

Second series of sewage pumps for Mauritius

Allen Gwynnes Pumps Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd., has secured an order valued at £160,000 for sewage pumping plant for Port Louis, Mauritius, to the instructions of consultants Sir Alexander Gibb & Partners (Africa), acting on behalf of the Government of Mauritius.

£175,000 radar equipment to Iceland

To relieve the growing pressures on its air traffic control officers brought about by the increase in international air traffic, the Civil Aviation Administration in Iceland has placed a £175,000 contract for an automatic secondary surveillance radar (SSR) processing and display system with Plessey Radar of Addlestone, Surrey. The equipment will be installed at the Air Traffic Control Centre at Reykjavik and be operational this summer.

This 12-metre trailer load of fresh Scotch beef makes a 2,250-mile trip to Spain each week, one of the longest hauls for fresh meat anywhere, say the hauliers Union Cartage Co. Ltd. of Brentwood, Essex. The meat goes to American forces in Spain and involves the lorries in week-long trips.

Food exports reach all-time peak

Exports of British processed foods reached an all-time peak last year. The overall value of these food exports in 1971 was £166 million, an increase of 20 per cent over the previous year when the total was £138 million, says the British Food Export Council.

As in previous years, chocolate and confectionery made the largest contribution to these figures, followed by tea, biscuits, cakes and dairy products. Exports to the Commonwealth countries provided almost one-third of the total at £53 million, and EFTA and EEC groupings both imported food products to the value of £24 million. Our entry into the EEC should significantly increase this latter figure after February 1973, adds the Council. The values of processed food exported to the United States and Japan also maintained their previous strength.

Magnetic tape units in demand

The Control Data Corporation of America has placed an order worth three million dollars (about £1.2 million) with International Computers Ltd. for advanced magnetic tape units. Deliveries of the units are to be spread over the next three years, the first having already been made.

Designed and manufactured by ICL's Midlands computer organisation at Kidsgrove and Winsford, Model 11 is an OEM variant of the type 2508 and 2509 magnetic tape units. Model 11 comprises a family of self-contained automatic-threading magnetic tape units, having a very high reliability and capable of meeting a 100 per cent duty cycle operation without any programme restriction.

The unit is compact, capable of being mounted in a standard 19 inch rack; is only 24.5 inches high, and has a standard depth of 12 inches.

Rings for Swedish turbine

Doncasters Blaenavon Ltd. has received a £6,200 order for stator rings for one of Sweden's latest gas turbine plants.

The rings, in Nimonic 75 and A286, which will be forge-rolled, heat treated and proof machined at Doncasters' South Wales plant, are for the GT 35 gas generator manufactured by Stal-Laval Turbin AB of Finspong, Sweden.

TRADE INFORMATION

United Kingdom and Poland

THE following quotas have been established for the year ending December 31, 1972, for Polish goods which are subject to quantitative restriction when imported into the United Kingdom. Arrangements for UK exports to Poland in 1972 will be published later.

QUOTAS FOR POLISH GOODS FOR IMPORT INTO THE UNITED KINGDOM DURING THE TWELVE MONTHS ENDING DECEMBER 31, 1972

Item no.	Tariff heading	Description	Value £'000 cif unless otherwise stated
1	ex 02.06 ex 16.01 ex 16.02	Pigmeat, salted in brine, dried or smoked. Cooked open pack pigmeat	555 (a)
2	ex 02.06	Bacon	Tons 40,000 (a) (b)
3	ex 04.03	Fresh butter	Tons 12,060 (c)
4	ex 07.01	Fresh vegetables being: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, tomatoes, spinach and turnips	Tons 400 (d)
5	ex 07.01	Fresh dry-bulb onions and shallots during the period August 1, 1972 to February 28, 1973	Tons 19,000 (e)
6	ex 07.01	Potatoes (i) New (ii) Other	pm pm
7	ex 07.02	Vegetables preserved by freezing being: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, dry-bulbs onions and shallots, green peas, radishes, rhubarb, spinach and turnips	Tons 380
8	ex 07.03	Vegetables provisionally preserved containing cauliflower or onions	100
9	ex 07.04	Dried vegetables being: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than in bulk), lettuce and endives, mushrooms, dry-bulb onions and shallots, radishes, rhubarb, spinach and turnips	100
10	ex 08.06	Fresh apples and pears Period January 1 to June 30 165 tons Period July 1 to December 31 60 tons	Tons 225
11	ex 08.10 ex 20.03	Fruit preserved by freezing being: apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than 75 tons each for strawberries and raspberries and not more than 600 tons for blackcurrants)	Tons 1,700
12	ex 08.11 ex 20.06	Fruit pulp of: apple, cherry, currants, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 750 tons for strawberry and raspberry taken together and not more than 200 tons for blackcurrants)	Tons 2,730
13	ex 16.02	Canned or fully cooked ham	1,850 (a)
14	ex 16.02	Other canned or fully cooked pigmeat including pork loin	2,880 (a)
15	ex 16.02	Prepared poultry (fully cooked)	235 (f)
16	ex 20.01	Vegetables prepared or preserved by vinegar or acetic acid containing beetroot, cauliflower or onions	370
17	ex 20.02	Canned or bottled vegetables being: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, dry-bulb onions and shallots, green peas, radishes, rhubarb, spinach and turnips	90
18	ex 20.05	Jams and fruit jellies of: apple, cherry, currants, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 1,100 tons for blackcurrant, raspberry and strawberry taken together)	Tons 2,600
19	ex 20.06	Canned or bottled fruit being: apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than £80,000 for strawberries, raspberries and blackcurrants taken together). Preserved cherries in barrels	315
20	ex 20.07	Juices of: apple, blackcurrant and pear	40
21	36.06	Matches (excluding Bengal matches)	35
22	ex 42.03	Leather gloves including gloves of leather and furskin or of leather and artificial fur	20
23		Fabrics and made-up textile articles of man-made fibres the following:	310
	51.04 56.07	Woven fabrics of man-made fibres	
	ex 60.01	Knitted or crocheted fabrics of man-made fibres	
	ex 60.05 ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles of man-made fibres	
	ex 62.01	Travelling rugs and blankets (other than electric blankets) of woven man-made fibres	
	ex 62.05	Other made-up textile articles of woven man-made fibres, *excluding those made up from narrow fabrics*	
24		Fabrics and made-up textile articles of wool or fine animal hair the following:	35
	53.11	Woven fabrics of wool or fine animal hair	
	ex 62.01	Travelling rugs and blankets (other than electric blankets) of woven wool or fine animal hair	
	ex 62.05	Other made-up textile articles of woven wool or fine animal hair, *excluding those made up from narrow fabrics*	
25		Woven fabrics and made-up textile articles of flax, the following:	
	ex 54.05 ex 62.02	Tea towelling and tea towels of flax	Sq. yds. 100,000
	ex 54.05 ex 62.02 ex 62.05	Other woven fabrics of flax Bed linen, table linen, toilet linen, and kitchen linen (other than tea towels), curtains and other furnishing articles of woven flax Other made-up textile articles of woven flax *excluding those made-up from narrow fabrics*	41
26		Fabrics and made-up textile articles of cotton the following:	125
	55.07 55.08 55.09	Woven fabrics of cotton	
	ex 60.05 ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles of cotton	
	ex 62.01	Travelling rugs and blankets (other than electric blankets) of woven cotton	
	ex 62.05	Other made-up textile articles of woven cotton, *excluding those made-up from narrow fabrics*	
27	ex 58.04	Plush fabrics of cotton, man-made fibres, wool or fine animal hair (of which £41,600 for fabrics made wholly or mainly of cotton)	205
28	ex 58.05 ex 59.13	Narrow fabrics of woven cotton or wool or of non-elastic or non-rubberised knitted or woven man-made fibres	50
29		Stockings and socks the following:	100
	ex 60.03 ex 61.10	of knitted cotton, man-made fibres or wool of woven cotton	
30		Apparel (of which not more than £72,800 for items wholly or mainly of woven cotton) the following:	1,225
	ex 60.04	Undergarments of knitted or crocheted cotton man-made fibres or wool	
	ex 60.05	Outer garments and other articles of apparel of knitted or crocheted cotton, man-made fibres or wool or fine animal hair	
	ex 61.01 ex 61.02 ex 61.03 ex 61.04	Outer garments of woven man-made fibres, cotton or flax Under garments of woven cotton or flax	
	ex 61.06	Shawls and other articles falling within 61.06 of woven cotton, man-made fibres or flax	
	ex 61.07	Ties, bow ties, and cravats of woven cotton or flax	
	ex 61.08	Collars and other articles falling within 61.08 of woven cotton or flax	
	ex 61.09	Corsets and other articles falling within 61.09 of woven cotton	
31	ex 62.04	Woven cotton tents	7.5

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— Dr. FRY'S TRANSLATION SERVICE

2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Item no.	Tariff heading	Description	Value £'000 cif unless otherwise stated
32	ex 64.01 ex 64.02	Footwear wholly of rubber or with uppers mainly of rubber. Footwear with rubber soles and textile uppers	75
33	ex 65.01	Hat forms, hat bodies and hoods of felt	7.5
34	69.11 69.12 69.13	Domestic and ornamental china and earthenware (of which not more than £15,000 for ornamental ware)	210
35	ex 73.38	Enamelled hollow-ware	79
36	ex 85.15	Transistorised radio and television broadcast receivers	(g)
37	85.21	Electronic valves and tubes and semi-conductors (of which not more than £48,000 for semi-conductors)	180
38	ex 88.02	Aircraft of an all-up weight exceeding 4,500 lb.	pm
39	91.02 ex 91.04	Non-electric clocks	Units 45,000
40	ex 97.05	Christmas tree decorations of glass	68
41		Handicraft textile table covers	20
	ex 58.10	of woven cotton	
	ex 60.05 ex 62.02	of cotton, man-made fibres or flax	

(a) Subject to Public Health Imported Food Regulations.
(b) Basic quota for the period April 1, 1972 to March 31, 1973 under the general arrangements for this commodity.
(c) Basic quota for the period April 1, 1972 to January 31, 1973, temporarily supplemented by open licensing.
(d) Fresh tomatoes are on Open General Import Licence from November 1 in any year to March 31 in the following year.
(e) Fresh dry-bulb onions and shallots are on Open General Import Licence between March 1 and July 31 each year.
(f) As defined by Poultry Carcases Landing Order 1971.
(g) Quota value under consideration.

United Kingdom aid to developing countries

INDIA: Britain will provide £12 million as an aid loan to India under an agreement signed in New Delhi on March 17. This is the fourth in the series of capital investment loans Britain has made to India since 1968 and is intended to allow firms in India to buy British-manufactured capital goods to aid India's economic development. The loan brings to £54.5 million the total of new British aid committed to India in the 1971/72 financial year and means that the British Government have fulfilled the pledge made at the India consortium meeting in Paris last year. As with previous capital investment loans, there is no list of agreed imports, allocations under the loan being made only at the request of the Government of India. In common with all recent British loans to India, this loan is interest free, and capital repayments will be spread over 25 years with an initial grace period of seven years

CRE (ref. 1680/71) ext. 2277

Parcels for air transmission to the Faroe Islands

THE Post Office has announced that on and from April 1, 1972, the Post Office will accept parcels for air transmission to the Faroe Islands at a postage rate of £0.80 for the first lb and £0.10 for each additional lb.

Greece: smallpox vaccination

TRAVELLERS entering Greece from Yugoslavia are required to produce valid certificates of vaccination against smallpox, or be vaccinated at the frontier and be placed under surveillance for 14 days.

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

TARIFF & TRADE NOTICES

European Communities

TRANSPORT IN THE EEC: The *Journal Officiel des Communautés Européennes* No. L67 dated March 20, 1972, contains the texts of the following Regulations. The French texts may be seen on application:

Regulations (CEE) Nos. 514/72 and 515/72 amend Regulation (CEE) No. 543/69 on the harmonisation of certain social provisions relating to road transport.

Regulation (CEE) No. 516/72 lays down common rules for shuttle services by car and bus between Member States.

Regulation (CEE) No. 517/72 lays down common rules for regular services and specialised forms of regular services by car and bus between Member States.

COMMON COMMERCIAL POLICY—CERTIFICATE OF ORIGIN: The *Journal Officiel des Communautés Européennes* No. L67 dated March 20, 1972, contains the text of Regulation (CEE) No. 518/72 amending Regulation (CEE) No. 582/69 of March 26, 1969 relating to certificates of origin and the applications for them. The French text may be seen on application.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

IMPORT FROM NON-MEMBER COUNTRIES: Decision 72/136/CEE authorises Italy to exclude from Community treatment fruit juices (CCT No. 20.07) originating in third countries and freely circulating in the other Member States. (*Journal Officiel* No. L70, March 23, 1972).

Decision 72/137/CEE authorises France to exclude from Community treatment cultivated mushrooms, frozen, dehydrated, prepared or preserved without vinegar or acetic acid (CCT Nos. 07.02 ex B, 07.04 ex B and 20.02 ex A) originating in Taiwan and freely circulating in the other Member States. (*Journal Officiel* No. L70, March 23, 1972)

The French texts may be seen on application.

CUSTOMS REGULATIONS: The *Journal Officiel des Communautés Européennes* No. L70 dated March 23, 1972, contains the text of Regulation (CEE) No. 581/72 amending Regulation (CEE) No. 375/69 of February 27, 1969, on the declaration of particulars relating to the value of goods for customs purposes. The French text may be seen on application.

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972, contained a notice about Regulation (CEE) No. 2795/71 relating to the opening of tariff preferences for the period January 1 to December 31, 1972, for certain goods originating in developing countries. The *Journal Officiel des Communautés Européennes* No. L66 dated March 18, 1972, contains the texts of Regulations (CEE) Nos. 557/72 and

(continued on next page)

300,000 readers throughout the Arab World

A recent readership survey shows that HUNA LONDON is read on average by nearly four members of the family of the person receiving the magazine. At the current guaranteed circulation figure of **75,000** HUNA LONDON has an approximate readership of **300,000.**

Huna London هنا لندن

Mailed direct to readers in eighteen Arab countries. Magazine format: cover in full colour; fifty-two fully-illustrated inside pages containing programme schedules and items of business and family interest. 'HUNA LONDON' is one of the most keenly read quality publications throughout the Arab World and one that does an important job for British exports.

Interested? Why not send for **the new** ***'The Direct Route to the Arab Markets'*** which summarizes the HUNA LONDON readership survey and outlines the facilities offered by B.B.C. publications and broadcasts.

To **B.B.C. Arabic Service, Bush House, London W.C.2.**
Please send_ copies ***'The Direct Route to the Arab Markets'***
Name_____
Firm_____
Address_____

EUROPEAN COMMUNITIES
continued

558/72 reimposing the Common Customs Tariff duties on the following goods originating in Yugoslavia, the beneficiary of tariff preferences specified in Regulation (CEE) No. 2795/71:

EEC Common Customs Tariff no.	Description of goods
Regulation (CEE) No. 557/72	
70.12	Glass inners for vacuum flasks or for other vacuum vessels, and blanks therefor
Regulation (CEE) No. 558/72	
87.14 B II	Trailers and semi-trailers—other

The French texts may be seen on application. **EDB ext. 7174/408**

Federal Republic of Germany

IMPORT LICENSING—FRUIT JUICES AND PRESERVED PEARS: The Federal German authorities have invited applications from importers in Germany for import licences in respect of the following goods:

Tariff no.	Description
2007 05, 51, 52, 85	Thick fruit juices from apples or pears, or from a mixture
ex 2006 35 ex 2006 98 ex 2006 55	Preserved pears in containers, weight of contents being not less than 4.5 kg.

Applications are to be submitted to the Bundesamt für Ernahrung und Forstwirtschaft, 6 Frankfurt a/M, Adickesallee 40, not later than June 15, 1972, in respect of fruit juices, and September 28, 1972, in respect of preserved pears. **EDB ext. 466/467/482**

Jordan

COMPENSATION: The Jordanian Prime Minister announced recently that during the current year his Government will be paying the equivalent of 10 per cent of the value of losses sustained by the commercial, industrial and transport sectors as a result of the September 1970 disturbances. Although no UK firms may be affected directly by this announcement, some payments delayed because local concerns had not been compensated for stocks destroyed may now be forthcoming. **CRE ext. 2221**

Mauritius

CHANGES IN PATENT LAW: Under the United Kingdom Patents Registration (Repeal) Act, 1971, which took effect on June 30, 1971, it is no longer possible for the owner of a United Kingdom patent to apply within three years from the date the latter was granted to have the patent registered in Mauritius. Independent patents only may now be applied for under the Patents Ordinance. This Ordinance has been amended by the above Act so that only prior publication in Mauritius prevents an invention being deemed a new invention, whereas previously prior publication in Mauritius or in the United Kingdom had this effect.

SWISS
Guide International des Machines.

Insertion Rates:

Full Page	Half Page
Fr.800 per ad.	Fr.550 per ad.
Fr.650 per ad.	Fr.450 per ad.
(Three consecutive editions)	
Third Page	Quarter Page
Fr.400 per ad.	Fr.350 per ad.
Fr.350 per ad.	Fr.280 per ad.
(Three consecutive editions)	

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK £1.50 plus Post 15p.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

In view of this amendment, therefore, British patentees are advised not to publish or use their inventions in Mauritius before applying for protection there. Copies of the Act and the Patents Ordinance are available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London WC2.

Ivory Coast

IMPORT LICENCES: The Ivorian authorities have issued the following additional instructions for importers when applying for import licences:

1. Each application for an import licence must contain the following additional information concerning the goods to be imported:

(a) Description of the goods
(b) Quantity
(c) Reference or specifications given by the suppliers in the *pro forma* invoice
(d) Unit price
(e) Total price

In addition, the following should be written on the application 'Goods conforming to the attached *pro forma* invoice no. . . . . Dated. . . . . From . . . . . (supplier)'.

2. A *pro forma* invoice in proper form will be enclosed in the application for an import licence.

These regulations apply equally to applications for goods in transit under bond. Applications not conforming to the requirements will not be accepted. **EDB ext. 462/471/472/473**

Nigeria

IMPORTATION OF GOODS IN CONTAINERS—CUSTOMS REQUIREMENTS: Information has been received from the High Commission in Lagos of the following Public Notice:

The following guidelines and requirements are notified for the information and compliance of all operators who use containers for the importation of goods:

(a) Every container must be clearly marked with identifying marks and/or numbers and must be shown in the Ship's Report (Manifest). In order, therefore, to comply with the legal requirements for 'reporting of goods' in Manifest, shipping companies should obtain from container operators information relating to:

(i) identifying marks and number of each container
(ii) marks and number of packages inside the container
(iii) number and description of the packages
(iv) description of the goods in the packages
(v) name of consignee of the goods.

1. (b) Where a container contains more than one consignment of goods or a consignment consists of goods of different description, such details should be reflected in the Ship's Manifest.

(c) Goods landed in containers must be entered in accordance with the provisions of Customs and Excise Notice No. 13 of March 1, 1971 (Government Notice 1989 of 1970). Goods belonging to different consignees are to be entered to different entries.

(d) Containers are to be discharged in special transit sheds from where individual consignments will be selected for Customs examination as if the goods had been imported otherwise than in containers.

2. Customs will not release the content of any container unless the proper officer is satisfied that the goods in the container have been properly entered and normal examination conducted. The concession for direct delivery does not apply to container goods.

3. A more detailed Notice will be published in due course but the above is designed to obviate some of the problems now being encountered in the handling of the increasing volume of container traffic in Nigerian ports. **CRE ext. 3064/3338**

Kenya

IMPORT LICENSING REGULATIONS: Legal Notice No. 50, The Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 4) Order, 1972, published in the *Kenya Gazette* Supplement of March 17, amends, with effect from March 15, the Third Schedule to the Imports, Exports and Essential Supplies Order, 1968 (published in the *Board of Trade Journal*, December 13, 1968), by the addition of the following new items:

THIRD SCHEDULE

Code	Item
629 1 0 1	Tyres for road motor vehicles
629 1 0 4	Tyres for tractors, bulldozers, graders and the like
629 1 0 5	Tubes for road motor vehicles
629 1 0 8	Tubes for tractors, bulldozers, graders and the like
629 1 0 9	Tyres and tubes not elsewhere specified

Note: All goods listed in the Third Schedule to the Imports, Exports and Essential Supplies Order, 1968, require a specific import licence and may only be imported by or on behalf of the Kenya National Trading Corporation. **EDB ext. 471/472/473/462**

Tanzania

IMPORT LICENSING CONTROL: Government Notice No. 47, Open General Licence, 1972, published in the United Republic of Tanzania *Official Gazette* of March 1, cancels Government Notice No. 264, Open General Licence, 1971 (published in *Trade and Industry*, January 6, 1972, page 31 and February 3, 1972, pages 226-9).

The new Open General Licence contains seven schedules and these are set out below showing the BTN numbers of the items affected:

First Schedule: Items which may be imported without obtaining a specific licence from the Bank of Tanzania:

01.03, 01.04, 01.05, 01.06, 11.09, 12.03, 25.03, 25.17, 25.20, 27.01, 27.04, 27.05, 27.07, 27.09, 27.10, 27.11, 27.12, 27.13, 27.16, 40.12, 44.07, 49.01, 49.02, 68.09, 73.16, 76.11, 78.01, 78.02, 79.01, 79.02, 80.01, 80.02, 83.07 A and B, 84.10, 84.22, 84.23, 84.25, 84.27/28, 84.30A, 84.55, 85.13, 86.01, 86.03, 86.04, 86.05, 86.06/07/10, 86.09, 87.01A, 87.01B, 87.02B, 87.03(A), 87.03(D), 87.03(C), 87.13A, 89.02, 90.17/18, 90.19, 90.20.

(*continued on next page*)

THE MIDDLE EAST ASSOCIATION

The Trade Association for the Middle East and North Africa

£25,000 MILLIONS will be received as oil revenues in the period 1971-75
The Middle East Association provides a comprehensive service of advice on a wide variety of trading problems in the area.

FURTHER INFORMATION and MEMBERSHIP ENQUIRIES to:
The Secretary: THE MIDDLE EAST ASSOCIATION
33 Bury Street, St. James's, London, SW1Y 6AX Telephone: 01-839 2137

TANZANIA
continued

This list also includes the following two unnumbered items:

(i) Parts and accessories (other than frames, engines, chassis or chassis with engines mounted) required for repair or maintenance of motor vehicles already in Tanzania, and

(ii) parts and accessories required for repair or maintenance of industrial machinery or factory already in Tanzania: for which the Commissioner for Customs is satisfied that circumstances exist or are likely to arise in the immediate future which have made or will make necessary for such parts or accessories to be imported in respect of any such motor vehicle, industrial machinery or factory.

Second Schedule: This schedule lists certain pharmaceuticals, veterinary medicaments and insecticides which may be imported under Open General Licence provided the importer is the State Trading Corporation or any of its agents. Where the c.i.f. value of any one consignment does not exceed Shs. 3,000, persons authorised under the Pharmacy and Poisons Ordinance may under certain conditions import under Open General Licence with the prior approval from the Commissioner of Customs:

30.02, 30.03, 38.11.

Third Schedule: Items subject to specific import licensing which may be imported only by or on behalf of the National Development Corporation:

25.01, 31.01/5, 40.11, 64.01/04, 64.05A.

Fourth Schedule: Items subject to specific import licensing which may be imported only by or on behalf of the National Textile Industries Corporation:

50.01/10, 51.01/04, 52.01/02, 53.01/13, 54.01/05, 55.01/09, 56.01/07, 57.01/12 58.01/10, 59.01/03/04, 59.05, 59.07/08/09/17, 60.01/06, 61.01/11, 62.01/05 63.01/02.

Fifth Schedule: Items subject to specific import licensing which may be imported only by or on behalf of the State Trading Corporation:

02.02, 02.06, 04.02, 04.03, 04.04, 07.01, 08.01/13, 15.02, 15.03, 15.04, 15.05, 15.06, 15.07, 15.13, 16.01, 16.02, 16.03/05, 17.01, 17.04, 18.05, 18.06, 19.02, 19.03, 19.05, 19.08/08A, 20.01/06, 20.07, 21.03, 21.04/05, 21.06, 21.07B, 22.02, 22.03, 22.05,A 22.05B, 22.06, 22.07, 22.09A, 22.09B, 25.23B, 28.01/58, 29.01/45, 30.01, 30.04, 30.04A, 30.05, 32.01, 32.02, 32.03, 32.04, 32.05, 32.06, 32.07, 32.08, 32.09, 32.11, 32.12, 33.01, 33.02, 33.03, 33.04, 33.05, 33.06, 33.06B, 34.01, 34.02, 34.04, 34.05, 34.06, 35.01/06, 36.01/04, 36.01/08, 38.01/10, 38.12/18, 39.01/06, 39.07, 39.07E, 40.01, 40.11A, 40.11C(1), 42.02, 44.03, 44.15, 44.18, 44.23, 48.02, 48.03, 48.04, 48.05, 48.07, 48.08/09, 48.10, 48.11, 48.12, 48.16, 48.20, 48.21, 57.01/04A, 57.09/12A and B, 59.04, 59.06, 59.16, 60.06A, 62.03, 68.08A, 68.12, 69.08, 69.10, 69.11/12, 70.13, 70.14, 70.20, 73.01, 73.02, 73.03, 73.04, 73.05, 73.06, 73.07, 73.08, 73.09, 73.10, 73.11, 73.12, 73.13, 73.14, 73.15, 73.16, 73.17, 73.18, 73.19, 73.20, 73.21, 73.21B, 73.22, 73.23, 73.24, 73.25, 73.26, 73.27, 73.28, 73.29, 73.30, 73.31, 73.32, 73.33, 73.34, 73.35, 73.36, 73.37, 73.38, 73.38D, 73.39, 73.40, 74.14, 76.03, 76.08B, 76.15, 76.16, 82.01/06, 82.11, 82.14, 83.07C, 83.15, 84.01, 84.02, 84.12, 84.15, 84.20, 84.21B, 84.24, 84.29, 84.41, 84.56, 84.59, 85.01, 85.03A, 85.03B, 85.12, 85.14, 85.15A and B, 85.19, 85.20, 85.21B, 85.23, 85.25, 87.10, 87.12C, 90.01, 90.02, 90.03, 90.04, 90.05, 90.07A, 90.08, 90.09, 91.02, 92.11, 92.13, 94.04, 96.05, 98.10, 98.15.

Sixth Schedule: Items subject to specific import licensing which may be imported only by or on behalf of Tanzania Elimu Supplies Ltd.:

32.10, 32.13, 34.07, 38.19, 48.01, 48.06, 48.13, 48.14, 48.15, 48.17, 48.18, 48.19, 49.03, 49.05, 49.10, 49.11, 70.17, 73.31, 74.14, 82.12, 83.03, 83.04, 83.05, 83.11, 84.33, 84.35, 84.51, 84.52, 84.54, 84.55, 90.10, 90.11, 90.12, 90.13, 90.15, 90.16, 90.21, 92.12, 94.01, 97.01, 97.02, 97.03, 97.04, 97.05, 97.06, 97.08, 98.03, 98.04, 98.05, 98.06, 98.07, 98.08, 98.09.

Seventh Schedule: This schedule gives details of licensing procedure and Exchange Control:

(a) *Licensing:* The method of applying for licences is described. It is also stated that applications to import 'cinematographic film—developed—of a width exceeding 16mm' should be submitted through the Tanzania Film Company Ltd., and to import 'wood or timber' through the Tanzania Wood Industry Corporation.

(b) *Foreign exchange:*

(i) Foreign exchange for payment for goods imported without a specific import licence (ie goods imported under the authority of this Open General Licence) may be obtained only after the importer has submitted to the bank, through which he seeks to make the payment, full particulars relating to the importation. Such particulars shall be submitted by the importer in such form as may, from time to time, be prescribed by the Imports Controller and shall be forwarded by the paying bank to the Imports Controller.

(ii) Foreign exchange for goods specified in the Second Schedule to this notice and imported by other importers than the State Trading Corporation shall only be provided after the importer has complied with the conditions stipulated in paragraph (i) above and has submitted to the State Trading Corporation, Pharmaceuticals Department, Dar es Salaam, a true copy of the particulars stipulated in the said paragraph.

(iii) No importer (including his agents, bankers, etc.) is allowed to make any payment contrary to the approved terms of any import licence issued. An import licence is granted for the importation of goods only and may not be used as a means of obtaining foreign currency for any other purpose. If the value of the goods covered by the licence is less than the amount of the foreign currency (or equivalent local currency) stated on the licence the importer is not permitted without special authority from the Imports Controller to use the balance to pay for other goods; but any foreign currency credited and thus established must be declared and surrendered as required under the Exchange Control Ordinance (Cap. 294).

Note: Applications for a licence to import goods not listed in Schedules 1 to 6 must be made by the intending importer to the Imports Controller. If a licence is granted, the Imports Controller will then decide whether the goods may be imported direct by the applicant or whether the import should be channelled through the State Trading Corporation. **EDB ext. 471/472/473/462**

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

FOR FAST OVERLAND SERVICES Containers, Tankers, Low Loaders, Box, Tilt and Refrigerated T.I.R. Trailers
GROUPAGE & FULL LOADS

TURKEY, IRAN, IRAQ, KUWAIT, SAUDI ARABIA

BAHREIN, ABU DHABI, DUBAI, DOHA, LEBANON, SYRIA, JORDAN, AFGHANISTAN, PAKISTAN
GREECE, BULGARIA, YUGOSLAVIA, RUMANIA, AUSTRIA, HOLLAND, BELGIUM AND GERMANY

ECONOMICAL RATES BY SEA TO ISTANBUL, ISKENDERUN, HENCE BY ROAD OR RAIL TO IRAN, IRAQ, KUWAIT
ALSO ROAD TO ISTANBUL THEN AIR TO MIDDLE EAST

TORKAPI
T.T.T. HEAD OFFICE: LONDON, GILLIES STREET, N.W.5.
Tel. 01-267 3221 Telex. 267 717

SIMILAR GROUPAGE SERVICES FROM CONTINENT TO TURKEY & MIDDLE EAST

Congo (Brazzaville)

COMPLEMENTARY IMPORT TAX: It has been announced that the rate of the complementary tax on importations into Congo (Brazzaville) has been modified as follows:

Tariff no.	Description	Rate of tax New	Rate of tax Former
04.04	Cheese and curd	10%	Exemption
20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid	10%	5%
22.03	Beers	30%	20%
22.05	Wines in bottles, flagons, jars, flasks and similar containers of a capacity of 3 litres or less	45 FCFA per litre	37 FCFA per litre
	Wines otherwise presented	20 FCFA per litre	10 FCFA per litre
	Champagne	10%	Exemption
22.09	Whisky and gin	350 FCFA per litre	250 FCFA per litre
24.02	Cigarettes	50%	Exemption
27.10	Super-grade fuel	20 FCFA per litre	14 FCFA per litre
	Gas-oil	5 FCFA per litre	2 FCFA per litre
	Petroleum spirits other than super-grade fuel and fuel for aviation	20 FCFA per litre	12.5 FCFA per litre
	Lubricants other than those for aviation	10%	Exemption
27.11	Petroleum gases and other gaseous hydrocarbons	10%	5%
27.16	Bituminous mixtures	10%	Exemption
32.09	Paints	10%	5%
34.01	Toilet or scented soap	10%	5%
34.02	Washing preparations	10%	Exemption
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included	10%	Exemption
39.02	Polymerisation and copolymerisation products other than granulated polyvinyl chloride and other moulding products	10%	Exemption
39.07	Other articles of materials of the kinds described in headings Nos. 39.01 to 39.06 inclusive	15%	10%
40.10	Transmission, conveyor or elevator belts or belting, of unhardened vulcanised rubber	10%	Exemption
40.11	Rubber tyres other than for aircraft each weighing more than 70 kilos	15%	5%
	from 2 kilos exclusive to 70 kilos inclusive	15%	10%
48.14	Articles of correspondence	15%	5%
48.16	Boxes, bags and other packing containers, of paper or paperboard	15%	5%
49.11	Other printed matter, including printed pictures and photographs printed by any process	10%	Exemption
55.09	Other woven fabrics of cotton, containing at least 85 per cent by weight of cotton, plain, serge, twill or satin woven, printed or the like	15%	5%
56.07	Woven fabrics of man-made fibres, discontinuous, other than printed	15%	5%
60.04	Under garments, knitted or crocheted, not elastic nor rubberised	15%	Exemption
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberised	10%	Exemption
61.02	Women's, girls' and infants' outer garments	10%	Exemption
61.03	Men's and boys' under garments	10%	5%
61.04	Women's, girls' and infants' under garments	10%	Exemption
62.02	Bed linen	15%	5%
64.02	Footwear with outer soles of leather or of composite leather and with uppers of other materials	10%	Exemption
84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like	15%	10%
84.62	Ball, roller or needle roller bearings, including parts thereof	15%	5%
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing, including friction gears, etc.	15%	5%
84.65	Machinery parts, not containing electrical connectors, insulators, coils, contacts or other electrical features and not falling within any other heading in this chapter: other than ships' screws and paddle-wheels and frames and base plates for machines	10%	Exemption
85.15	Television reception apparatus	15%	5%
87.02	Motor vehicles with a cylinder capacity of less than 2,000 cc	10%	Exemption
87.06	Chassis parts and accessories of motor vehicles falling within heading 87.01, 87.02 or 87.03	10%	5%
92.11	Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks with or without sound heads	10%	Exemption

EDB ext. 462/471/472/473

Sierra Leone

IMPORT LICENSING: Notification of Government Notice No. 932 (Application for Import Licences, 1972—Specific Import Licences) was published in *Trade and Industry*, October 14, 1971, page 105. Government Notice No. 212, published in the *Sierra Leone Gazette* of March 9, amends the above notice with the addition of the following item:

719-830 Machinery and appliances n.e.s. for wine and beer making equipment.

EDB ext. 462/471/472/473

Credit Insurance

ASSISTANT to
LONDON MANAGER

We require a young man or young lady to be responsible to the London Manager for the office administration. This position will interest a person in their early 20's who prefers responsibility and possesses initiative. A good knowledge of Credit Insurance is essential.

There is a good commencing salary, twice yearly bonus, L.V.'s and sound prospects for further advancement.

Apply in writing giving career details to:

Managing Director,
Bain Dawes Credit Limited,
22 Billiter Street,
London E.C.3

Singapore

IMPORT CONTROL: With effect from March 15, 1972, the import of rendered edible and inedible fat of animal origin or products containing such fat will be subject to the following conditions: (1) the special permits must be obtained from the Director, Primary Production, before the goods are imported; (2) the products must be accompanied by certificates signed by the Government Veterinary Authority in the country of origin certifying that various rules of processing, production and preservation have been complied with; (3) the Director may cause any or all the products to be subjected to such tests as he may specify and if any of the products react to such tests the Director may cause any or all of them to be disposed of in such manner as he may direct without compensation to the importer/owner. Inquiries from British exporters concerning the regulations (which are split to account for 'edible fat for human consumption' and 'inedible fat for industrial purpose') should be addressed to Tariff Section, Export Data Branch.

CUSTOMS DUTIES DRAWBACK: The Department of Trade and Industry has received the Singapore Customs Duties (Drawback) Regulations, 1972, which revokes the 1969 Regulations. The only goods that qualify for drawback under special conditions are:

Locally refined sugar.
Molasses.
Tyres and tubes imported as part of a completely knocked-down or semi-knocked-down vehicle.
Wire rods falling under code 673 110 of the Singapore tariff.
Parts and accessories of air-conditioning machines normally fitted to motor vehicles falling under code 719 128 of the Singapore tariff.
Parts and accessories of air-conditioning machines falling under code 719 128 of the Singapore tariff.
Parts of refrigerators falling under code 725 018-2 of the Singapore tariff.
Accumulator plates.

Copies of these regulations, together with the appropriate section of the Singapore Customs Act, can be obtained from Tariff Section, Export Data Branch. **EDB ext. 401/468/469**

United States

VEHICLE SAFETY: The National Highway Traffic Safety Administration proposes to amend the head injury criterion in Standard No. 208, Occupant Crash Protection, by basing it on average acceleration. Comments should be submitted (10 copies) by April 17, 1972, to Docket Section, NHTSA, Room 5221, 400 Seventh Street SW, Washington, DC 20590. Docket No. 69-7 should be quoted. (FR 16.3.72). **CRE ext. 2397**

Brazil

IMPORT DUTY EXEMPTIONS: Brazilian Customs Policy Council Resolution 1217 extends until February 15, 1973 the import duty exemption on the following tariff headings:

47.01.01.00	Mechanical wood pulps
47.01.02.00	Semi-chemical wood pulps
47.01.04.00	Soda and sulphate chemical wood pulps, unbleached
47.01.05.00	Soda and sulphate chemical wood pulp, bleached
47.01.06.00	Sulphite chemical wood pulp, unbleached
47.01.07.00	Sulphite chemical wood pulp, bleached
47.02.00.00	Waste paper and paperboard; scrap articles of paper or paperboard, fit only for use in paper-making

Brazilian Customs Policy Council Resolution 1219 extends the import duty exemption for another year (until January 24, 1973) on the following goods:

25.28.01.00	Natural cryolite
28.29.05.00	Aluminium fluoride
28.29.11.00	Double fluoride of aluminium and sodium

Brazilian Customs Policy Council Resolution No. 1214 exempts the following goods from import duty:

Ferro-silicon, with a maximum of 50 per cent silicon, falling under Brazilian Customs tariff heading 73.02.08.00.

The exemption from import duty may be suspended at any time to allow the national production of ferro-silicon to be marketed.

EDB ext. 476/474/7312

Peru

PROHIBITIONS: Directoral Resolution No. 293-72-IC/DGI/DECI of February 29, 1972, adds more products to the Peruvian National Register of Manufactured Products. These products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Parts of the following tariff numbers are affected:

31.05	34.06	38.11	39.02	39.03	39.07	41.03	42.03	48.16	48.19
59.02	60.02	60.05	60.06	61.01	61.02	61.03	62.01	62.03	64.02
65.01	65.03	65.05	70.09	73.39	83.02	85.01	85.15	85.19	87.06
87.12	90.16	96.02	97.02	97.03	97.04	98.01	98.02	98.03	98.05
98.12.									

EDB ext. 474/476/7312

Argentina

FOREIGN EXCHANGE: Further to *Trade and Industry* notice of March 9, the distinction between traditional and promotional goods has now been removed and as from March 21 most exchange transactions related to imports and exports will be conducted 64 per cent at the financial rate of exchange and 36 per cent at the commercial rate. Imports and exports of books, newspapers, magazines, other publications, and gold will continue to be conducted entirely at the financial rate, as laid down in Argentine Central Bank Circular RC 421 of December 9, 1971. **CRE ext. 2287**

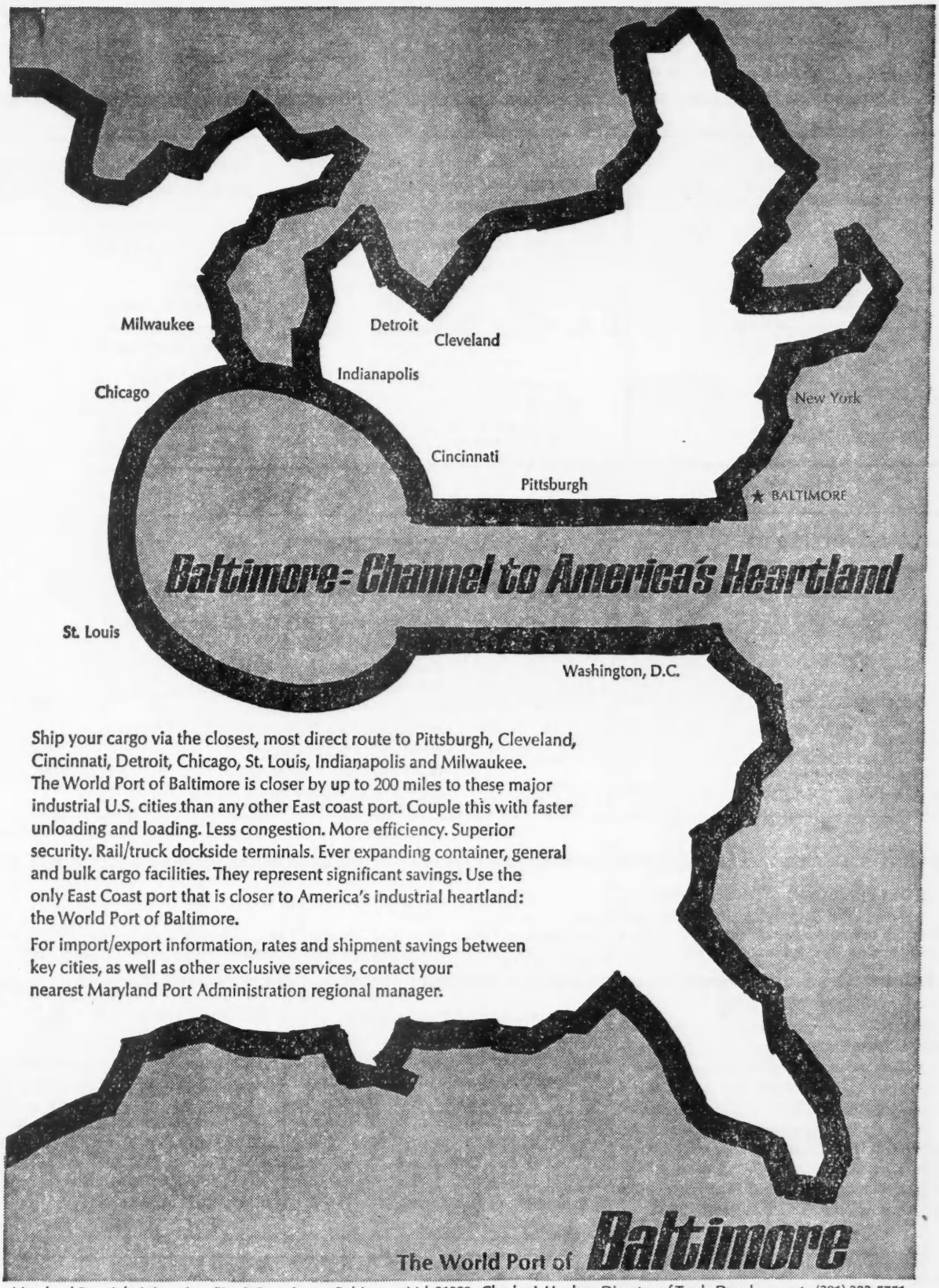
REGISTRATION OF AGREEMENTS ON LICENSING AND TRANSFER OF TECHNICAL KNOW-HOW: A notice in *Trade and Industry*, February 17, 1972, referred to the passing of a law in Argentina introducing compulsory registration of the above agreements and to transitional arrangements for the registration of agreements entered into prior to September 10, 1971, the operative date of the new law. The latest date for registering agreements in existence at the operative date was extended to March 1, 1972, and banking institutions in Argentina have now been notified that as from that date transfers abroad in payment under such agreements may only be effected if the respective agreements have been filed at the offices of the National Register of Licences and Know-How Agreements. **EDB ext. 416/477**

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

inlingua Translating Service

Translations covering all subjects to and from all languages

199 Victoria Street
London SW1E 5NE
Telephone 01-834 6732 01-828 1061 ext 4


Milwaukee
Detroit
Cleveland
Indianapolis
Chicago
New York
Cincinnati
Pittsburgh
★ BALTIMORE
Baltimore: Channel to America's Heartland
St. Louis
Washington, D.C.
Ship your cargo via the closest, most direct route to Pittsburgh, Cleveland, Cincinnati, Detroit, Chicago, St. Louis, Indianapolis and Milwaukee. The World Port of Baltimore is closer by up to 200 miles to these major industrial U.S. cities than any other East coast port. Couple this with faster unloading and loading. Less congestion. More efficiency. Superior security. Rail/truck dockside terminals. Ever expanding container, general and bulk cargo facilities. They represent significant savings. Use the only East Coast port that is closer to America's industrial heartland: the World Port of Baltimore.
For import/export information, rates and shipment savings between key cities, as well as other exclusive services, contact your nearest Maryland Port Administration regional manager.
The World Port of Baltimore

Maryland Port Administration, Pier 2, Pratt Street, Baltimore, Md. 21202 · Charles I. Hughes, Director of Trade Development · (301) 383-5751

● LONDON, ENGLAND, EC2Y-5ET: Austin G. Tofield Mgr.; Kenneth L. Newton, Asst Mgr.; Moor House, 119 London Wall: 01-638 8330: Cable BALTPORT LONDON EC2
● BRUSSELS 1000, BELGIUM: David K. Tosic, Mgr., Frank Vonderach, Asst. Mgr., Shell Bldg., 60 Rue Ravenstein; 13.01.49 or 13.54.05: Cable MARPORT

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Variety metal workers in all types of metals to $\frac{3}{8}$" thick. 12' brake presses and guillotines. Rolling capacity to $\frac{3}{8}$" plate.

Cabinets and guards, trunking and tank work.

Fully equipped engineering division turning to 4' dia., milling capstan and presswork.

Hydraulic spinning to 4' dia. in $\frac{5}{16}$" stainless, hand spinning to 4' dia. × 14g.

A. Richards *(Metal Workers)* **Ltd.**

West Ferry Road, London, E14 8JP
Telephone: 01-987 5911 (5 lines)

Fabricators in sheet steel and plate, stainless steel, aluminium.
Argon arc welding.
Tank manufacturers, Prototype work, Forming, dishing, louvring, nibbling, slotting and flanging.
8' press brake capacity. Site welding.

C. E. Turner (Engineers) Ltd.

Linford Street, London, SW8 4UP
Telephone 622 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8 4EA
Telephone 622 2575/6

Springs one off or long runs, for every requirement.

Tension; Compression; Square Section; Round Section;
Specials to meet individual needs
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings toolmaking DGI & MOA approved

Rickton Springs Ltd.

Onslow Mills, Trout Road, Yiewsley
West Drayton, Middlesex
Phone: West Drayton 2332-2352

to advertise in

TRADE AND INDUSTRY

telephone

01-248 9876 ext 6147/8

FACING MATTER: £64.00 per page and pro rata to $\frac{1}{8}$ page

Colour (cover pages II, III and IV):

black plus second colour, blue, as used on cover page 1	£ 85.00
black plus two colours, including blue, as used on cover page 1	£ 95.00
black plus three colours	£105.00

Centre 4 pages by arrangement

rate card from
HMSO (P3)
Room D92
Atlantic House
Holborn Viaduct
London EC1P 1BN

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

'T & I' subscriptions and sales

Subscriptions and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses, 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh 2; Brazennose St., Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff CF11 JW; 50 Fairfax St., Bristol BS1 3DE; 7-11 Linenhall St., Belfast 1; or through any bookseller.

INFORMATION ON 'T & I' MATERIAL

Readers seeking detailed information on material published in *Trade and Industry* —such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London SW1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

GAMLEN CHEMICAL CO. (UK) LTD

FUEL OIL ADDITIVES
LIQUID AND POWDERED DEGREASANTS
ELECTRICAL CLEANING SOLVENTS
DESCALING LIQUIDS AND COMPOUNDS
WATER TREATMENT CHEMICALS ETC

WALLINGFORD ROAD, UXBRIDGE, MIDDX. Tel. Uxbridge 32412

BRANCHES THROUGHOUT THE U.K.

SPECIALIST HIGH FREQUENCY WELDERS of:

SWIMMING POOL and RESERVOIR LINERS, ACID PROOF CLOTHING, MACHINE COVERS, PALLET COVERS, STATIONERY ITEMS

ALLEN PLASTICS LTD.

14 EDISON ROAD, CHURCHFIELDS INDUSTRIAL ESTATE, SALISBURY, WILTS.

TELEPHONE: Salisbury 28873/4

THE QUEEN'S AWARD TO INDUSTRY FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED MILLING TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS 1969 **WITHOUT LABOUR**

High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.

From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 64601

Screwing machines
For Bolts and Pipes,
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.

106 Dockfields Road, Shipley, Yorks. 0274 53388.

S.O.S.

DO YOU HAVE LANGUAGE PROBLEMS REGARDING YOUR OVERSEAS BUSINESS?

OUR PANEL OF LINGUISTS IS HERE TO ASSIST YOU IN FURTHERING YOUR EXPORT DRIVE.

FOR
TRANSLATING, INTERPRETING
AND
LANGUAGE CONSULTATION
IN ALL LANGUAGES AND AT ANY TIME, CONTACT:—

Spanimex Overseas Secretariat Limited

TOWN HALL CHAMBERS, 32 BOROUGH HIGH STREET, LONDON, S.E.1. 01-407 2141 and 01-407 1714

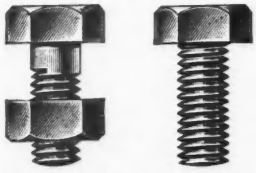
General sheet metal workers, metal polishers to the trade

Cutting capacity 10' x ¼'
Brake Press 10' x ⅛"

Leslie T. Clark (Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8
Member of the Stainless Steel Fabricators Association.

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.

Dennis Road, Sparkbrook, Birmingham, B 12 8BB.
Trunk Dial 021-449 3781 (6 lines)

GKN Bolts & Nuts Accredited Stockist

Think of PVC binders, wallets and containers. Think of Academy Plastics.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification. Loose leaf binders. Catalogue and price list covers. Cheque book covers and pocket wallets. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders. All from Academy Plastics.

ACADEMY PLASTICS LIMITED
25-29 Roundwood Road, London NW10 9TA
01-459 5277

CAR RADIO PHONES, AM. WALKIE TALKIES, VHF 50-25 WATTS TRANSMITTERS, RADIO ALARMS, VHF AERIALS

MURPHY TELECOMMUNICATIONS

MURPHY TELECOMMUNICATIONS SYSTEMS LIMITED
NORTH BRADLEY HOUSE, NORTH BRADLEY, TROWBRIDGE, WILTSHIRE ENGLAND
Telephone: Trowbridge 5306 Telex: 44809

ring Bells

for
machine tools and sheet metalworking machinery
Price List sent on request

Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4

H. BELL Machine Tools LTD.
Walter Street Leeds 4 England

Wire exporter advises: don't stretch your luck.

This Sheffield company makes over 2,500 tons of wire and wire products a week. Last year its export turnover was £2.5 million – a 400% increase in overseas sales in ten years.

How is it done – in the face of intensive price competition from Europe and Japan?

No cover, no entry

Managing Director Mr M.H.V. attributes his company's success to policies of continual plant modernisation and adventurous marketing tempered with realism.

New plant helps keep prices competitive. Bold marketing means going hard into any countries where business is possible. Realism means insuring with ECGD – against bad debts and sterling transfer and other financial risks.

'Without ECGD cover,' says Mr M.H.V., 'we just couldn't market to some areas because of economic risks – fears that they might run out of sterling and so on.'

Security aids growth

The company's bold policy – backed by ECGD cover – has paid off. Now they're developing new uses for wire, and finding plenty of growth potential in industrial, agricultural and consumer products.

If you're in exporting, it's folly to stretch your luck further than you need. Talk about export credit insurance this week to your local ECGD Manager, or write for the free fully-explanatory booklet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2.

Export Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bradford, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD
Export with an easy mind

CRC122

Registered as a Newspaper, Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 721897 9